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THE Publishers' Weekly

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VOL. CII.

NEW YORK, NOVEMBER 18, 1922

No. 21

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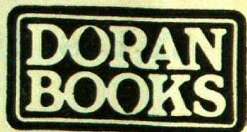
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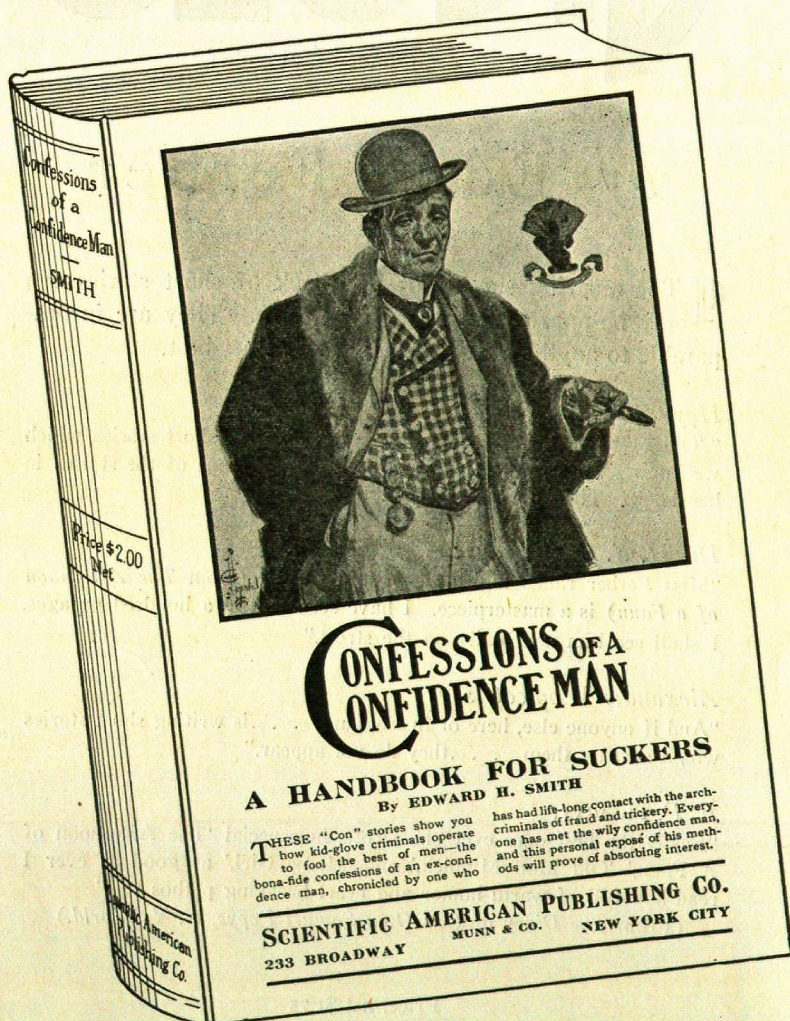
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The Publishers' Weekly

THE AMERICAN BOOK TRADE JOURNAL

Founded by F. Leyboldt

November 18, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Voting on Censorship

FEW state referendums in the late election received so much attention as the vote on the censorship of movies in Massachusetts. The final total showed 11 votes against 4 in favor of censorship in 753,000 votes. The wide-spread interest is shown by the fact that this was the largest vote ever cast in the state on a direct issue. There was considerable support among the churches for the measure but the press was almost a unit in opposition, pointing out that the state already held ample power to control. One state, then, decides that the way toward improved conditions is not by state boards acting with some impossible theory of what constitutes a moral film.

In her recent address at the National Arts Club, Mary Austin put her finger on one of the difficulties that render futile state committees and vice societies: that is, that the honest book gets pilloried and the almost-on-the-verge-but-intentionally-suggestive books gets by. The public is usually mistaken in thinking that book suppression is profitable to author and publisher. It is not. There has been no profit for either in Dreiser's "The Genius" which is still censored. There has not been even a margin to cover lawyers' fees in the subsequent sales of "Jurgin" or "Women in Love." The word-of-mouth gossip about the book or the film on the border line of decency is the sales propaganda that works. How are the standards of that big group which is interested in books or films on the border line to be elevated? That, all must admit is a long process, but the effort to do it must be made.

Mr. Sumner has now suggested that book and periodical publishers be licensed with a forfeit of their bonds if they transgress. Transgress whose standard? Where does the public come in which may have good reason to read Rabelais, "Tom Jones," Whitman's poems or "Tess?"

Creation by Appreciation

COUPLED with the satisfaction which everyone finds in passing on to a new generation of readers the well-tested books of the past, is the pleasure of knowing that by helping to create an alert body of readers a condition is being established which makes it certain that good new books will be written. "To have great poets" said Whitman, "we must have great audiences, too."

The great audience which is being built up in this country for children's books, guided as it is by the increasing number of enlightened leaders and well-informed parents is bound to have its effect on good creative work. A good book for children has always been considered to be sure of a long steady sale. It seems likely now that such books may hope for a large immediate sale as well as a long life. The double chance of success gives important support, too, to the manufacturing plans of the publishers and their expenditures for illustrations and make-up. These can be on a more generous scale now for children's books than for almost any other type of book.

With this encouragement to publish new books there is likely to grow up in our reviewing mediums a more adequate criticism of the publications in this field. Books for children should have the same treatment by the reviewers as adult fiction or poetry. Unbiased, well-informed, sympathetic reviewing will be the next step in developing the literature for children.

Selling Technical Books

RECENT comments on the selling of business books thruout the country indicate that the movement which began a few years ago to make these a permanent part of the general bookstore has not lost ground but has gained, and there are few cities in which a customer cannot expect to find some intelligent service in this field.

Some day the same thing will be said of technical books, and, for the health of the business and for the benefit of the customers, this day ought to be hastened. Progress in this direction has been greatly retarded by the fact that many publishers of technical books do not care for a bookstore outlet and prefer to deal directly with the customer. This, however, means that thousands of people who do not know the names of these publishers and do not get on their mailing lists have no rea-

sonable chance to examine this literature with a view to purchase.

As one field of adult education as well as a sound direction of growth in the book business, the attention to technical books ought to be increased. Several publishers of high grade and popular books deal with bookstores, and from this material a healthy business can be developed.

The Hudson Bibliography

THE ANNOUNCEMENT of a complete W. H. Hudson bibliography, published in limited edition by the *Bookman's Journal*, London, and the PUBLISHERS' WEEKLY in this country, attracted considerable attention among collectors because of the fact that the editor was able to list an entirely new item that had not been previously recognized as a Hudson book. The edition has now come to hand—fifty only for the United States—and the item which has aroused so much attention proves to be a novel in three volumes, published in 1892 and called "Fan: the Story of a Young Girl's Life." It is certainly news to Hudson collectors that he entered the field of the three-volume novel, not, however, using his own name. The bibliography shows that there are forty-two items in the Hudson collection besides the magazine material.

Book Promotion by Aviation

HONORABLE mention for taking the lead in using the aeroplane for book promotion must be awarded to Lloyd W. Josselyn, Librarian of Birmingham, Ala. Mr. Josselyn flew from Birmingham to Chattanooga for a library convention, and, as he passed overhead, he let fly some hundreds of the Year Round Bookselling promotion cards, on the reverse of which was printed the story of their origin and of the trip that was being made. Both Mr. Josselyn and the Year Round Bookselling Committee would be interested to receive word from people who may have found one of these flying messages.

One of the most interesting and significant features of book distribution developments of the past year has been the increasing activity in the South, and the Children's Book Week Committee has received many reports of celebrations, both in libraries and bookstores.

Licensing of Publishers Suggested

SPEAKING before the National Arts Club on November 7th, John S. Sumner warned the publishers that, if no progress was made toward cleaning up the situation with regard to criticized books, the public would take active steps toward some new method of control:

"If a certain element in the publishing business continues to publish degrading matter, and the other element complacently sits back and takes no steps to discourage these harmful activities, it is possible to imagine that a revenue-producing measure might be enacted providing for the licensing of book and periodical publishers, the requirement of a bond in connection therewith, and the forfeiture of a license where an act is committed in the course of publication inimical to the best interests of the state."

Mr. Sumner pointed out the connection that had developed between "Simon Called Peter" and the Hall-Mills murder mystery and criticised the courts in their handling of the "Jurgen" case in that it was withdrawn from jury trial and released on the opinion of one judge.

Carl Van Doren, the literary editor of *Century Magazine*, said that censorship had in all history been a failure, in the religious, political and imaginative field of writing. He felt that the existence of extra legal bodies was unnecessary and that, if a book were offensive, public opinion would discover the fact and reject it.

Mary Austin spoke of the fact that the "anything-goes-provided-she-saves-her-honor" style of book needed curtailment more than the books that have been brought into court and yet there was no restraint put upon them. She considered "Jurgen" no better than a collection of stories such as would be told by men in a Pullman smoker.

To Study Classical Education

A FUND of \$110,000 is now available for investigation of classical education in American secondary schools, according to an article in the *New York Times* of October 19.

Dean West of the Princeton Graduate School is President of the American Classical League. He made the following statement:

"The General Education Board has just appropriated \$50,000 to continue and complete the investigation of classical education in American secondary schools. This is in addition to the \$60,000 previously appropriated, making a total of \$110,000. The investigation is being conducted by the American Classical League and will be completed January 1, 1924. About 125,000 pupils in about 750 schools are being tested for a period of two years. The United States Bureau of Education, The College Entrance Examination Board, The Department of Education for the State of New York, together with other educational bodies are co-operating in the work. Valuable information regarding changes and improvements in English and French classical education is being secured."

Books and the Human Race

By Carl B. Roden

Librarian of the Chicago Public Library

[A talk given at the Chicago Booksellers' League at the October meeting].

WE meet tonight upon the common ground of a kindred craftsmanship and a community of interest. We are engaged in the same occupation, working toward the same ultimate end, namely, to bring books and people together. True, we differ somewhat as to method, each of us, librarians and booksellers having developed a technique best adapted to the primary object of our activities—yours, to sell, ours to lend books.

But if we were asked what we were primarily engaged in our respective occupations for, we should, I suppose, both make the same answer, that, first of all we were trying to make a living. Secondly, perhaps, we should confess that we were trying to make a record: you, that of selling as many books as possible, we, that of lending as many as possible.

Neither of us, however, would be content to stop with these two claims, for we both harbor the common conviction that what we are really in this business for is something beyond, and higher than these mere shopkeeping ideals. We may be only dimly conscious of this other and more compelling influence which holds its sway over us; which makes us prefer to stay in this business when we might make a better living in some other; which has made us ministers in a common profession. But whether we clearly perceive and acknowledge it or only vaguely submit to it, we are both alike subjects and servants of the power that resides in the commodity, rather the commodities, in which we deal. For our stock in trade is, on the whole, among the most ancient and dignified of the manifestations of divine grace in the world—books and the human race, and our common mission is to bring these two together, not alone for our profit nor for our accomplishment of the day's work, but to the end that books may lend their impetus to that momentum which thru the successive ages is driving humanity onward and upward to its destiny.

Now, a book is, after all, but a frail, poorly-contrived product of man's handiwork, mechanically by no means a credit to his vaunted ingenuity. Composite of paper, twine, leather, glue; weak in structure, perishable and short-lived, its fair white pages defaced with row on row of inky hieroglyphs that to the initiate connote the struggles of some bemused mortal to transmit thoughts most often not worth the

thinking, much less the transmitting, to tell tales or sing songs much better left untold or unsung. As one wanders thru the long galleries of a great library it is impossible not to sense the grim, sardonic tragedies of blasted hopes, of futile labors, of life blood poured out and minds emptied of their meagre stores in the creation of this vast horde of books. Not one, even the meanest and most trivial among them, but has caused the sweat of travail to gather on its author's brow. Not one but has imprisoned in it something of a human mind, some fragment of a life, some shadow of a soul. Albeit, no single reader's eye may ever have caught its reflection, yet the gleam of a spirit enkindled with purpose, confidence, even consecration, once, at least, illumined these pages, flickering and unreal tho its light and labors proved to be! And each one was once the fond and cherished handiwork of a proud author who sent it forth, the ship of his dreams, weighted with all his hopes and fears, to skim the waves of popular favor, to be wafted hither and yon by the winds of destiny and sooner or later, to sink, leaden and water-logged beneath the flood. Cockleshell, fishing smack and wind-jammer; full-rigged clipper and majestic ocean greyhound, on they come, slipping from the ways into the tide and disappearing over the horizon to be seen no more—all but the few, the very few, whose fate it is to join the immortal argosies that sail on and on forever down the ocean of time.

It is out of such material that librarians have fashioned a living, moving organism, a force for righteousness and enlightenment, a contribution toward the progress and advancement of their generation and to the consummation of that

"one far-off divine event, toward which the whole creation moves."

And out of the methods that the librarian has developed in dealing with this force, and administering this potent influence in his daily work he has brought together a body of doctrine and practice upon which he dares to base a claim to professional dignity and to call librarianship a profession, aligning himself with those ancient and honorable professions that minister to the great and fundamental needs of mankind, the needs of the soul of men, of their bodies and of their rights and liberties—religion, medicine and law.

It is a glorious company to which the librarian thus claims admittance, but he bases his claim upon his own firm belief in the power of the book for good or ill. He sees it as an outward and visible sign of an inward and spiritual grace, and he conscientiously seeks to realize and employ, and never to violate or pervert, that tremendous power which is generated in the contact of the open and receptive mind of a reader with a book. He believes that there is no more intimate human relationship than that established between the eye with the mind behind it and the printed page. And he conceives of his functions as of professional dignity because he believes in the validity of his contribution, not, in terms of service, to the work of the world, but rather in terms of a ministry which is the work of the professions.

"For every profession is a ministry. There was a time when the lawyer scorned to accept a fee, and served the ends of justice for its sake alone; when the office of priest, physician and teacher, often united in one person, were offered up as equally to the glory of God. And

tho, in the complexities of modern life and the changes wrought by the passing ages, the professions have abandoned some of the ideals of the past, yet we shall find that they have not altogether forsaken their professional vows by which they were dedicated to the service of humanity, which is a ministry, even while they engaged in the service of men. That margin surrounding the day's work which is to be kept clean and fair so that upon it may be inscribed the enduring contributions of each age to the next is what sets apart the professions. and every human occupation which contrives to keep such a margin for the service of humanity apart from its service to men has equally the right to professional recognition.

"To you, who sell books, therefore, we who only lend them send over the call to take your place among the professions. Surely your title reads as clear as ours. Imbued with the same ideals, swayed by the same influences, held to your labors by the same subtle consciousness of a duty to strive for more than the fruits of the day's work and the triumphs of the market place.

Men of Letters

Being a Modern Doctor of Letter is an Easy Road to More Sales

By Paul W. Kearney

Author of "Business Letters Made Easy"

"YES, of course," said the book store man, "I know they sell books by mail. But I have neither the ability nor the facilities that is necessary. I can't get up these circulars or 'broadsides' or whatever you call them—and it costs too much."

The remark could have been made in any one of a dozen bookstores I know, because the proprietors frequently miss the points advocated by these letter writing enthusiasts who are constantly telling folks how to sell more goods by mail. I have heard this objection raised and it is all right as far as it goes—but it doesn't go far enough.

The business of selling books by mail does not mean that a man must of necessity make some print shop wealthy. The broadsides and other mailing pieces more or less common to this field are not the only methods of reaching the public mind and purse. From more than one angle, they are the least desirable.

My experience in handling mail order work for retailers has emphasized in my mind the importance of the inexpensive but consistent

presentation of a story frequently. That is a gradual process of making friends, of spreading one's name before many prospective customers and of reminding those who already are customers that you are still interested in serving them. The method need not be elaborate but I contend that it must be persistent and consistent. Let us cite examples.

A book appears called "The Cruise of the Hippocampus," by Alfred F. Loomis. It is obviously a story that will be of interest to people who like boats. Then why not get a list of boat owners from whatever municipal or state office in your locality registers them? You could write them a letter like this:

You're the skipper of a "tight little craft" yourself—you certainly ought to be interested in this book, "The Cruise of the Hippocampus."

It is written by Alfred F. Loomis and it is the story of a little yawl which sailed all the way from Hell Gate to the Gatun Locks in the Canal Zone under the hands of four genuine fellows. The story is written in a breezy,

amusing style; it is chock full of pictures and has an appeal to the boat lover that a landlubber misses entirely.

Better tack over this way and look at it. You'll like it.

It shouldn't cost you over \$2.50 to have 1000 letters like this multigraphed with no "fill-in"—for \$2.50 more you can get some high school typewriting student to address the envelopes (providing you have no typist or stenographer in your own place). Using a trick envelope now so common in mail work (called "penny savers" or something like that), you can virtually make a second class letter look like a sealed piece. The total cost on this economical basis, then, would be \$15 or \$20 for a thousand letters. If you were able to call each one of that 1000 list up by telephone and give them this message personally, you would feel that you had accomplished a nice piece of publicity work. Yet by mail you can do the same thing at a fraction of the trouble and at a saving of from \$30 to \$35.

As straight publicity it would be worth while because it would bring your shop to the mind of a good list of prospects in a timely and appropriate way. If you would do that once a month for a whole year, picking a different list frequently, you would find a great many new faces wandering into your shop week by week. But this sort of advertising has still another virtue. Profitable even tho it sells nothing, you still have an opportunity to cash in on, say, 5 per cent of the list approached. Fifty sales from this letter bringing you \$100 in cash ought to cover the cost of your work with something to spare.

This is a fair estimate and a reasonable hope. But my whole point is that you are coming out all right *with no sales at all* for the simple reason that you make 1000 people think and talk about your shop at a reasonable cost. And constant dropping wears away a stone.

Many other ideas suggest themselves. There is Chauncey M. Depew's book, "My Memories of Eighty Years." Walter Page's "Life and Letters" or Morgenthau's "All in a Life Time" come to mind with the same suggestion. That is to have a few school boys bring you the names of several hundred citizens 60 years old or older. The cost will be next to nothing and the result will be a list of splendid prospects for any one or all of the three books mentioned.

Then there is Bertram Gayton's book, "The Gland Stealers." It is a facetious treatment of the great modern stampede for monkey glands. I know of no better group of people to approach with a book like this than the

medical and nursing professions. Doctors, dentists and nurses ought all to be ready buyers—and the business of getting their names is usually not more difficult than a trip to the library and a search thru the medical directory.

A letter for this purpose might read something after this style:

This is a warning to the Medical Profession "and allied trades." It is to the effect that you must indulge in a considerable degree of discretion in your use of Monkey Glands on the popular campaign for Eternal Youth.

Bertram Gayton has written a book, "The Gland Stealers" which goes into this subject very intensively and not without a decided sense of humor. In fact, it is a very humorous book on a serious subject.

If you will read it you will discover some of the awful things re-glanded grandpas have been doing since the Elixir of Life has been put up in package form. It will make you a better practitioner—at least a more cheerful one. Try one dose and see for yourself.

Another idea for this same book might be worked—send it to a list of Osteopaths and Chiropractics in your county or state. If there is anybody who likes to laugh at the M.D., it is the member of either of these schools of therapy. So they look like fine prospects for "The Gland Stealers."

There is no limit to the possibilities of selling books and advertising your book store by mail. Hergesheimer's book, "The Bright Shawl," deals with Cuban life before the Spanish-American War. A letter to a list of Spanish-American "vets" if you have such an organization in your state, would create readers of "The Bright Shawl." The American Legion roll might be tried, too.

Other things suggest themselves on different lines. A girl announces her engagement. She is, for the time being at least, in a romantic mood. It would do no harm to make an effort to sell her some love stories—and it might help the pending marriage! Another couple tie the knot and the news is published in the paper. You certainly have many books, not only fiction but books on home economics, married life, sex and whatnot. The newl-weds can use them—tell them so.

In other words, being a modern "man of letters" simply means possessing the ability and desire to hook up a book store with current events. It is a splendid way to increase one's business as well as one's acquaintances.

Another List of Fifty

HARRY HANSEN in the book pages of the *Chicago Daily News* has hit upon a good method of developing book interest by reprinting various lists of fifty favorite books, starting with one from Ben Hecht, and another from Chicago's well beloved bookseller, Frank H. Morris.

Being a bookseller's selection and representing the type of books that one bookman in a long career has not only read and reread but must have urged many times upon others, Frank Morris's list is of special value. The bookseller has many advantages over other book lovers, even over the librarians, because he can push his favorite books as widely into use as opportunity permits, and his livelihood is bettered by this honest and well-directed enthusiasm.

If the psychoanalyst who read Mr. Hecht's character from his list of fifty books should turn to the list of Frank Morris, he might get a rather accurate picture of this dean of the Middle Western book-trade.

1. Walton's "Compleat Angler."
2. Boswell's "Life of Johnson."
3. Dumas' "Three Musketeers."
4. Crane's "Red Badge of Courage."
5. Kipling's "Barrack Room Ballads."
6. Burton's "Anatomy of Melancholy."
7. Hugo's "Les Misérables."
8. Sue's "Mysteries of Paris."
9. Thackeray's "Vanity Fair."
10. Twain's "Tom Sawyer."
11. Dickens's "Tale of Two Cities."
12. Cervantes' "Don Quixote."
13. Shakespeare's works.
14. Macaulay's essays.
15. Hazlitt's "Napoleon."
16. Scott's "Talisman."
17. Blackmore's "Lorna Doone."
18. Irving's "Conquest of Granada."
19. Cabell's "Jurgen."
20. Field's "Love Affairs of a Bibliomaniac."
21. Riley's "Neighborly Poems."
22. Conrad's "Nigger of the Narcissus."
23. DeMauspassant's short stories.
24. Goldsmith's Poems.
25. Hale's "Man Without a Country."
26. Hardy's "Return of the Native."
27. Hawthorne's "Marble Faun."
28. Hudson's "Green Mansions."
29. Kingsley's "Hypatia."
30. Poe's tales.
31. Moore's (George) "Impressions and Opinions."
32. Stevenson's "Treasure Island."
33. Cellini's autobiography.
34. Charnwood's "Abraham Lincoln."

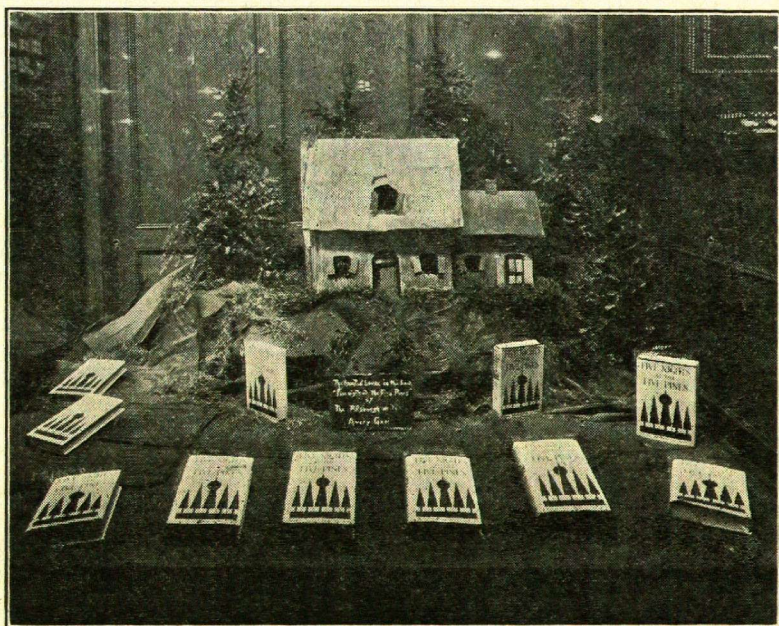
35. Roosevelt's biography.
36. "Lewis and Clark's Expedition."
37. Lamb's "Essays of Elia."
38. Thoreau's "Walden."
39. Bryce's "American Commonwealth."
40. Wells' "Outline of History."
41. Chaucer's works.
42. Whitman's "Leaves of Grass."
43. Bulfinch's "Age of Fable."
44. Emerson's essays.
45. Newton's "Amenities of Book Collecting."
46. Malory's "Morte d'Arthur."
47. Amiel's journal.
48. Marryatt's "Mr. Midshipman Easy."
49. Doyle's "Micah Clarke."
50. Balzac's "Père Goriot."

Mr. Morris says of his list in the *Chicago Daily News*: "In naming the 'fifty best books,' it is to be understood that I am not setting up as a critic of parts. I am quite aware that prompt exception will be taken to many of my selections. My effort, however, has been to be honest with myself, not always an easy matter and to name not those books which I think I should name because time and a majority of critics have awarded them the laurel wreath, but those which have given me the greatest happiness. In other words, here are the books that for me turned out to be the best, those which I remember most vividly and with the greatest satisfaction. A great many books have passed thru my hands in the last forty years, and many of them have passed under my eyes; that is, I have read them. Books that have received the enthusiastic praise of others have left me cold in some instances; those, for me, were not the 'best' books. Books that I have loved have left others cold; for them, they were not the 'best' books. It is quite proper, I think, that this should be so. Manifestly, if all were agreed on the 'fifty best books,' there would be small interest in such an exchange of opinion as the *Daily News* is now gathering; and fifty books would be about all the world would need.

Possibly there will be some smiles for certain titles on my list. It may amuse some readers to find me naming 'Mr. Midshipman Easy' and 'Micah Clarke,' for instance; but these are not books of an hour or a day. I have read them, and the others I have named, many times, and I have liked them none the less on my latest reading. I have renewed my initial thrills with each reading, and this has been the case also with 'The Red Badge of Courage,' with 'The Three Musketeers' and with Poe's 'Tales.' Furthermore, I hope to read every book I have named again, and perhaps still again. That is the old

test, isn't it?—and it is the best test, I believe. One thing is certain: on any list of whatever length, that I might name, Walton's 'Com-pleat Angler' would stand first! it has always

been a favorite with the old bookman; and I am no exception. Otherwise, the books I have named are not necessarily in the order of my preference.



WINDOW EXHIBIT USED AT HAY'S BOOKSTORE AND AT PRISCILLA GUTHRIE'S BOOKSTORE IN PITTSBURGH, OF AVERY GAUL'S MYSTERY STORY, "FIVE NIGHTS AT THE FIVE PINES"

Marking of Books from England and for Canada

BOTH in connection with the importing of books from England and the exporting of books from here to Canada, the question of clearly and permanently marking the country of origin has become increasingly important. Publishers both in England and in America are now careful to see that the books are imprinted, but the difficulty is with books already manufactured when such restrictions were not enforced. Our Customs regulation on imported books has always called for a mark of the country of origin, but the trade union representatives, appearing before the Treasury Department last spring, insisted that this should be made more conspicuous than was sometimes the custom, and the Department has decided that the mark, "Made in U. S. A." (or the equivalent) should be on the face or the back of the title page and that the English printer's mark, customarily found at the end of the text, would not be satisfactory.

The great difficulty in such a decision is due to the fact that, unlike other merchandise, there

is a great deal of business done with books already manufactured. The National Association of Book Publishers has endeavored to get relief at this point by making the reasonable request that the new regulations apply only to books with the date 1923 or subsequent. This would be justified by the wording of the law which specifies such marking for goods "capable of being so marked." It seems a correct interpretation to say that goods made five years ago were not capable of being manufactured under rulings only applied in 1922. As books of earlier date could not possibly be competitive with those printed today, this would seem to be entirely satisfactory.

Dr. Raney of Johns Hopkins University Library, speaking for the libraries, has also put in a plea for relief, but has made the plea for libraries and schools only. The Treasury Department granted a hearing at Washington on October, 27th, before Assistant Secretary Clifford to Dr. Raney of the American Library Association Book Buying Committee, H. H. V.

Meyer of the Federal Relations Committee of the A. L. A. and John Macrae of the National Association of Book Publishers. Mr. Macrae claimed that any ruling of relief should apply to books intended for private purchase and consumption as well as for library purchase and use, as the hindrance to legitimate interchange of literature was as aggravating and unfortunate for the individual buying for himself as for the individual who might choose to borrow.

The printers in their statement to the Treasury claimed that certain publishers were putting imprints on perforated pages and then eliminating them in this country. As far as the book-trade is aware, this practice has never been tried, and the advantage of it to the importer seems to be very dubious. As with the other claim of the unions made in the tariff hearings, that American publishers were sending books by American authors abroad to be manufactured, it seems impossible to find examples of the practice.

The correcting of conditions in connection with periodicals would be more difficult than with books, as it would be almost impossible to get all the publishers of foreign periodicals, serials and government reports to mark their publications according to an American Customs ruling, tho the same situation now holds with American material going to Canada.

The new regulations for Canada also have needed interpretation. They also have been held up some months awaiting final report. The important paragraph as far as marking is concerned states that, "Merchandise must be marked 'Made in United States' or words to that effect or have the name of the publisher accompanied by the name of the country or a place in a state or other division of the country where the goods have been produced." This would seem on the face of it to indicate that the address of the publisher in Chicago or New York would be sufficient, but the Department of Customs in Ottawa has ruled that this would not be a satisfactory indication of the country of origin, "in as much as the city in which the producing company is located is given without being accompanied by the name of the state or the country in which that city is situated." This is the same point that the United States Customs House Officials make in claiming that "London" or "Berlin" is not a sufficient indication of the country of origin, and, as most title pages contain the city address only, it becomes necessary to have fuller information on the face or back of the title page. As in the case of the imports from England, the chief difficulty will be with books previously remanufactured. The present production is being carefully marked.

International Congress of Publishers

[An account translated from the French of the *ad interim* organization of the permanent Office at Berne and of the provisional committee of organization.]

IN the summer of 1921, Messrs. P. W. van Stockum of the Hague, and H. Lichtenhahn of Bâle, representatives of Holland and Switzerland at the international Congress of Publishers, proposed to the members of the Congress, contrary to the expressed idea of the English, French and Belgian members, to keep up, under the title *ad interim*, the permanent office at Berne, and to carry on the work of the Congress until the return of more propitious days when the regular organization of the Society could be re-established. This proposal was accepted by the Publishers' Associations of Denmark, Holland, Norway, Sweden and Switzerland, which declared themselves ready to defray alone, until further developments, the expenses of the international office. For the execution of this decision, Dr. R. von Stürler of Berne, secretary of the Swiss Booksellers' Association, was given charge of the *ad interim* direction of the Office; he took matters in hand in the summer of 1921 as follows:

First, the financial affairs of the original organization were settled and the balance

turned over to the new secretary. All the belongings of the former association, such as furnishings, records, etc., were carefully disposed of or provided for. Next, a constitution for the provisory commission had to be supplied, and to this end P. W. van Stockum, former vice-president and, since the resignation of Mr. V. Ranschburg, acting president of the Congress, summoned delegates from the contributing countries to a constituent assembly at Berne. This assembly was held May 24, 1922, with the following program:

1. Opening speech of the president. Report on the actual provisory situation. Resignation of Mr. Ranschburg.
2. Reorganization of the Congress. Definitive constitution for the *ad interim* international Commission. Nomination of the *ad interim* secretary.
3. Report of the financial situation by the *ad interim* secretary.
4. Program of action:
 - (a) Florence Book Fair.
 - (b) New general assembly for 1923.
 - (c) Relations with the dissenting associations.
5. Republishing certain out-of-print publications.

Besides representatives from all the adhering countries except Sweden and Norway, whose delegates could not be present on account of illness, there were, as invited guests, Victor Ranschburg, former president of the Congress, and Dr. E. Röthlisberger, of Berne, Director of the International Bureau for the Protection of Literary and Artistic Works.

The meeting proceeded much as planned. The principles adopted for the continuation, under the title *ad interim*, of the activities of the Congress, were briefly as follows:

The termination of the affairs of the Congress and its office is in any case to be avoided; it is to prevent this that the publishers of the above mentioned countries have undertaken to carry on the work provisionally.

The secretary shall administer the funds of the former organization as they were handed to him in May, 1921, and shall make an annual report of this which shall be sent to all the former members of the Congress.

The expenses of the *ad interim* secretaryship shall be borne entirely by the aforementioned national associations. There shall be a published report every year which will be available also for all the former members. The continuation of the activities is assured by the appointing of (a) a provisory committee composed of a delegate from each of the interested countries, and (b) an *ad interim* secretary charged with the direction of the permanent office. Every country which formerly belonged to the Congress, as well as any state which has a Publishers' Association, can be represented on the *ad interim* commission on condition of sharing the expenses of the office and the carrying out of the established program. The provisory committee decides, until further notice, upon the acceptance of new members.

All these measures are taken with the one idea of favoring the complete resumption of business when the original organization shall be re-established as soon as circumstances permit. The *ad interim* committee insists upon its provisory character, and it makes a point of emphasizing its deep desire to see, as soon as possible, a complete restoration of the Congress on the basis it formerly had.

P. W. van Stockum and Ove Tryde were chosen president and vice-president of the Provisory Committee. Dr. R. von Stürler, of Berne, was appointed secretary. He will have charge of the provisory office.

Number 4 on the order of the day was passed over for lack of seeming immediate importance; it was the same with number 5, for the means available are not sufficient just now to warrant the undertaking of reprinting out-of-print editions.

The meeting was closed with a few words from President W. P. van Stockum:

"Gentlemen: The order of the day has been carried out, and the work which we had proposed to do is finished. I hope, and I truly believe, that it will be said we have attained our aim, that is, the aim of remaking anew our Congress which we love so well; and that from reading the record of our assembly the impression will be given that we have intentionally left a door open to give the absent ones a chance to come back again, and that our friends of yesterday will be received and welcomed with open arms and with hearty cheers.

Gentlemen, let us hope that they will not keep us waiting too long."



THE READING PUBLIC MUST BE WARNED THAT AUTHOR, PUBLISHER AND BOOKSELLER ARE ON FRIENDLY TERMS OF CONSPIRACY. THOMAS BEER, AUTHOR OF "THE FAIR REWARDS," ALFRED A. KNOPF AND MRS. MARCELLA BURNS-HAHNER WERE SNAPPED RECENTLY AT MR. KNOPF'S PORT CHESTER HOME.

A writer of popular stories was one day being shown thru a book-shop in New York. A small table was devoted to the new books, and all the rest of the space was taken up with gorgeous editions of Stevenson, Dickens, Scott, Thackeray, Fielding, etc.—fine leather-bound volumes at very modest prices. The writer indicated with a sweep of his arm this collection of books and observed, "Literature would pay better if there were not so many dead men in the business."—*Harper's Magazine*.

AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists*

Edited by Merle Johnson and Frederick M. Hopkins

Number 10.

HERMAN MELVILLE, 1819-1891

Compiled by Meade Minnigerode

BESIDES magazine articles, reviews, etc., fourteen books—ten prose and four poetry—constitute the sum of Melville's published works. At the time of his death he had just completed another novel, "Billy Budd," which remains unpublished along with an accumulation of verse.

TYPEE. *New York*, 1846.

Hawaii seems to be spelled without the second "a" thruout.

OMOO. *New York*, 1847.

Cloth—the light blue is probably the first printing, other printings of same year are in black.

MARDI. 2 vols. *New York*, 1849.

REDBURN. *New York*, 1849.

Contains pages of Harper's "Book List" dated October, 1849. The "To" in the dedication is not centered.

WHITE-JACKET. 2 parts. *New York*, 1850.

On back cover, Pt. 1, is a "Book List" dated May, 1850.

MOBY-DICK. *New York*, 1851.

PIERRE. *New York*, 1852.

ISRAEL POTTER. *New York*, 1855.

THE PIAZZA TALES. *New York*, 1856.

Never reprinted.

THE CONFIDENCE-MAN. *New York*, 1857.

Never reprinted.

BATTLE-PIECES. *New York*, 1866.

Never reprinted.

CLAREL. *New York*, 1876. 2 vols.

Never reprinted.

JOHN MARR. *New York*, 1888.

Privately printed; limited to 25 copies.

TIMOLEON. *New York*, 1891.

Privately printed; limited to 25 copies.

Detailed information about all American and English editions of Melville's works will be found in "Some Personal Letters of Herman Melville and a Bibliography," by Meade Minnigerode, to be published in November by The Brick Row Book Shop, Inc., 19 East 47th Street, New York City.

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Thursdays at Five-thirty

Little Talks With the Sales Force

By James Lackington, Jr.

III.

"I HAD an odd experience today," said Mr. Brown, as the members of his selling force gathered around him for the regular Thursday evening discussion. "A customer came in and asked for a book that we were out of. I suggested leaving an order but it seems that would not answer, nor could any other book take its place, so I said: 'Have you tried Crandall's?' Crandall's was one of Partland's two competitors. 'No, I haven't and I'm not going to, either. I don't like that store. The minute you go in there, about four clerks pounce on you. You'd think they were all working on a commission the way they get after you and follow you all over the store. I like to look around at my leisure and not be prodded into buying what I don't want.'

"I don't believe we ought to—" began Miss Porter, but Mr. Brown interrupted her.

"Excuse me, but I want to tell the rest of my story before we discuss any of it. That is only one chapter, and you must hear the rest before you can get the idea." It wasn't half an hour later that a man came in and bought a copy of Street's "Rita Coventry." As I was wrapping it up, he observed, "I stopped in at Crandall's to get that book, but I couldn't get waited on." "Were they busy?" I asked "Busy?" he returned. "No, they weren't busy, but their clerks would let you wander around there an hour before they would speak to you." So you see, here we have in a half hour two diametrically opposite criticisms of Crandall's, and no doubt Crandall's hear similar comments about us.

"I don't see," said Miss Porter, "how we can possibly please them all. Some want prompt service, others want to be left to their own selection, and you offend them whatever you do."

"It's true," said Mr. Brown, judiciously, "that we can't please them all." But my lesson from this incident is that we must all be psycholog-

ists, students of human nature and that we must make a study of our patrons. Those who come regularly, it ought to be easy to classify. Then, we won't make the mistake of recommending books to old Mr. Slawton and have him say, "bah" to us with the plain inference that he

desired no opinions from mere salesmen. We will know that Mrs. Johnson is always forty minutes late for a club or the matinee and must have instant service, and we will know that Professor Betters likes to look around about twice a week and that once a month he will buy a book if no one urges him to do so."

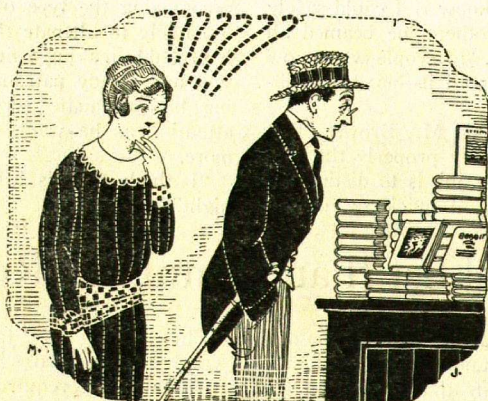
"Yes," said Miss Temple, "and we'll know that Mr. Rodkin likes books on outdoor life."

"That's true," replied Mr. Brown, "but it isn't quite the point of tonight's discussion. Some other time, I want to discuss thoroly the question of learning the customer's tastes, but now we are thinking of distinguishing between the patron who wants service and the one who wants to browse around."

"Do you think there is as much browsing around as there used to be?" asked Mr. Gordon who always liked to analyze conditions and events.

"I doubt that there is," replied Mr. Brown. "We live in a busy age and in an age that thinks itself a great deal busier and more strenuous than it really is. A lot of men fiddle away a great deal of time and yet to hear them talk you would think their lives consisted of an unceasing flow of breathless activity. It isn't so much that men are too busy as that they have lost the spirit of leisure. Why, there isn't any better fun than putting in an hour or so in a bookstore looking at the books that catch the eye, glancing at a page here, a paragraph there."

"Don't you think we ought to encourage the habit?" asked Miss Lister.



SHALL SHE SPEAK TO HIM OR SHALL SHE NOT?

"We certainly should," Mr. Brown agreed, "and the way to handle the browser or the potential browser is to make him feel completely at home. Never follow him around, never urge him to buy, never look disappointed when he leaves without a purchase. Invite him to come again. You can occasionally make a comment about some book you have read. Ask him his opinion. Nothing pleases a man more than to show him that you value his opinion."

"That's true," put in Gordon. "Even that old grouch Slawton isn't immune to that kind of flattery. One day he bought a Canadian novel by Hémon. He was in the store a week later. When I spoke to him, he scowled, but when I said I wanted to know if I could safely recommend the book to others, he beamed all over. 'You can,' he said, 'to people who know a good book when they read it—not to numbskulls.'"

"I think we can see," said Mr. Brown, "that it isn't very hard to classify properly the customers we know. The big job is to distinguish the transient. Does he want quick service, or

does he want to be let alone? There's where we get a chance to use our judgment. One thing is perfectly safe. We can and should address each customer. From his reply and from the manner of his reply, we can learn much of his desires. If he merely answers your salutation without requesting anything, you may be reasonably sure that he would like a little time to look around, get his bearings before he will need further attention. On the other hand, the patron with a definite desire to make a purchase and leave as quickly as possible should not be hard to recognize. At this point we decide success or failure in handling the casual customer. To make a mistake in recognizing the type of service required is all too likely to alienate this casual customer who is probably making a first visit and whose goodwill and steady patronage can be won by giving him adequate service which is as much attention as he wants—but is emphatically no more.

"I think that is all for this time. Good-night."

A Booklist that Stimulates Reading

BOOKSELLERS have frequently commented on the demands that come to the stores from booklists that appear in the back of other volumes. These lists get the readers' attention just at the moment when the subject is most in their minds, when they are most likely to be looking for other volumes to carry the subject further. Often the bibliographies contained in technical and professional books contain only such material and pamphlets as are not ordinarily found in the bookstores, and this throws in more interesting relief such a booklist as is found in the volume just published by Matthew Bender & Company of New York, entitled "The Problem of Proof" by Albert S. Osborn, a law book discussing the general question of disputed documents as they are handled in trials.

In the list of books suggested for lawyers who are studying this subject, a list of some fifty titles, the following books show the range of selection:

Richard C. Cabot, M.D. "Training and Rewards of the Physician." Lippincott, 1918.

A book, like that by Professor Osler here listed, stimulating to any professional man, whether he makes bridges, prepares briefs, or writes prescriptions.

John Dewey. "How We Think." Heath, 1910.

A stimulating and suggestive little book. Read it all.

Charles Dickens, "Bleak House" and "The Pickwick Papers," 1853, 1836.

The reading of "Jarndyce and Jarndyce," and the case of "Bardell vs. Pickwick" should be a requirement for admission to the bar.

A. Conan Doyle. Sherlock Holmes Stories. Famous tales emphasizing the development of inference from intelligent observation.

Emerson's "Essays," First Series. Houghton Mifflin & Co., Boston, 1841.

Read "Self Reliance," "Compensation," "Spiritual Laws," "Prudence," "The Over-soul," "Intellect." From "Society and Solitude," 1870. Read "Books," "Success."

Benjamin Franklin. "Autobiography." Houghton, Holt, etc.

A quaint recital that contains much condensed wisdom.

R. Austin Freeman. "The Red Thumb Mark," "The Singing Bone" and "John Thorn-dyke's Cases." Hodder & Stoughton. London.

A series of little detective tales emphasizing in an effective manner the possibility of drawing of inferences from obscure facts.

J. G. Holland. "Seven Oaks." Scribners, 1875. An interesting story dealing in a novel way with evidence and proof.

William James. "The Principles of Psychology." Holt, 1890.

Read chapters on "Habit," "The Stream of Thought," "Attention," "Discrimination and Comparison," "The Perception of Things," "Reasoning."

William James. "Selected Papers on Philosophy." (*Everyman's Library*) Dutton, 1917. Read "The Will to Believe," "The Will," "The Energies of Men," and then read "On a Certain Blindness in Human Beings," and then read this last again, and then read it at least once each year.

The Dialogues of Plato. Trans. into English by Benjamin Jowett. Scribner's, 1871.

Read "Laches," "Protagoras," "Euthydemus," "Apology," "Crito," "Phaedo," "Theaetetus," and the Introductions by Professor Jowett.

John Stuart Mill. "A System of Logic." Longmans Green.

One of the great books. Good for "hardening the brain" as William James says.

William Osler. "Aquanimitas, With Other Addresses." Blakiston, 1906.

A book by a doctor that lawyers should read. Read especially "Teacher and Student," "As Depicted by Plato," "The Leaven of Science," "Teaching and Thinking," "The Student Life."

Marcus Fabius Quintilianus, De Institutione Oratoria. Liber XII. (80-90 A. D.) English Translation by H. E. Butler, M.A. In Four Volumes. *The Loeb Classical Library*, London. Putnam's Sons, 1921. Also available in the *Bohn Classical Library*, 1856.

This is a work that cannot be skipped by the student of the problem of proof. Any trial lawyer will be helped by familiarity with the thoughts of this distinguished schoolmaster and practical trial lawyer, whose words and ideas matched the marble-pillared halls where he was heard. As Emerson says of Plato, he plays havoc with all our originalities.

Sir Walter Scott. "The Antiquary," "Rob Roy," "The Heart of Midlothian."

Containing interesting discussions of phases of law practice by a celebrated author who was a lawyer.

Arthur C. Train. "By Advice of Counsel," and "Tutt and Mr. Tutt." Scribner's, 1920, 1921.

Entertaining books by a practical lawyer that are especially valuable as studies of that elusive, delicate, and powerful quality in law practice inadequately described as "atmosphere."

Mark Twain (Samuel L. Clemens). "Pudd'n-head Wilson." Harper, 1894.

The application of the principles of proof, by a master artist as applied to a special subject, finger-print evidence, and a delightful and fascinating story.

John Tyndall. "Fragments of Science." Appleton.

Read "Scientific Use of the Imagination."

Nobel Prize Awarded to Jacinto Benavente

THE Swedish Academy has awarded the 1922 Nobel Prize in literature to Jacinto Benavente, whose full name is Jacinto Benavente y Martinez. Benavente is the second Spanish playwright to be honored by the Swedish Academy in the Nobel literature awards. José Echegaray, in 1904, divided the prize with Frederic Mistral, the French writer. The following novels and plays of Benavente have been translated into English and published in this country: "The Governor's Wife," "The Prince Who Learned Everything Out of Books," and "Saturday Night" have been published by R. G. Badger; "Plays, Second Series" by Scribner; "Smile of Mona Lisa" by Four Seas; and "Three Comedies" by Heath.

The Nobel Prize for literature has previously been awarded to the following:

- 1901 Sully Prudhomme.
- 1902 Theodor Mommsen.
- 1903 Bjørnstjerne Bjørnson.
- 1904 Frederic Mistral and José Echegaray.
- 1905 Henryk Sienkiewicz.
- 1906 Giosué Carducci.
- 1907 Rudyard Kipling.
- 1908 Rudolf Eucken.
- 1909 Selma Lagerlöf.
- 1910 Paul Heyse.
- 1911 Maurice Maeterlinck.
- 1912 Gerhart Hauptmann.
- 1913 Sir Rabindranath Tagore.
- 1914 (Not awarded.)
- 1915 Romain Rolland.
- 1916 Werner von Heidenstam.
- 1917 Karl Gjellerup and Hørnik Pontoppidan.
- 1918 (Not awarded.)
- 1919 Carl Spitteler.
- 1920 Knut Hamsun.
- 1921 Anatole France.

The Nobel Prize in physics for 1922 was awarded to Dr. Albert Einstein, whose studies in relativity have created such wide-spread discussion. Dr. Einstein is also one of the foremost mathematical authorities in the world.

Lectures by League of Political Education

ANNOUNCEMENT of lectures to be given under the auspices of the League of Political Education has just been made. The lectures will be given in the Town Hall, New York, every week day morning from November to the middle of April and on Friday evenings beginning December 1.

The New York *Herald*, October 15, contained a list of the lecturers whom the League has obtained.

New Booklists for Children

THE New York *Herald* printed in its issue, of November 12th two lists of books for children that will interest bookstores and libraries. One was "100 best Books for Boys" selected by Franklin K. Mathiews; the other, "100 Best Books for Girls" selected by Clara Whitehill Hunt; both editors of the *Bookshelf for Boys and Girls*, issued by the PUBLISHERS' WEEKLY. Another valuable list is "Fifty Poems for Children" selected by Burton E. Stevenson, editor of "The Home Book of Verse."

A Denver Book Week Celebration

ONE of the most clever parties that has been planned in connection with Children's Book Week was conducted at the Daniels & Fisher bookshop in the big department store in Denver. This was a costume party, to which the children were asked, on Saturday, November 18th, at 3 o'clock. There were eight prizes of \$5 each for boys and girls of different ages and another one of \$25 for the best costume of all. Each child who appeared in a costume also received a box of candy, and advance registration was required, as the number was limited to 300 contestants. Mrs. Miller and Miss Pennington of the children's bookshop were responsible for all the interesting details, and the judges included the president of the Denver Art Association, the president of the State Parents' and Teachers' Association, Miss Jerome of the Public Library and Miss Evans, art and dramatic critic.

One of the special features was the "Heidi" window. The scene was worked out similar to the Jessie Willcox Smith illustration, showing "Heidi" leaning against a pine tree with her arm around a white goat. To the right is Grandfather's weather-beaten cabin, with a pane of glass missing, just as it is in the picture. Grandfather is sitting on a bench outside the door. Peter sits near him looking up, and the ground is covered with moss and rocks. The background is an Alpine scene patterned on canvass. The figures are character dolls and duplicate in all their expressions and costume the figures in the illustration. When the children gathered, the "Pied Piper" led them in procession thru the store before they returned to the book department to receive their prizes.

Effective Window Dressing

A model children's library of one hundred volumes was shown in the Washington Street show window of Lauriat Co., Boston, and the newspapers carried their invitation to the public "To Look It Over: Think It Over."

Church Cooperation with Children's Book Week

BELIEVING that the pulpit would be as much interested as the schools in the emphasis on better children's reading, George W. Jacobs Company of Philadelphia, which is recognized as the headquarters for the Episcopal Church, sent out special letters to all of the Episcopalian clergymen in Philadelphia or within a radius of 150 miles, 500 letters altogether. They suggested that announcements about the Week might be carried on church bulletins and that the whole subject might be most appropriate for discussion at young people's meetings.

Book Week at Wanamaker's

THE big Wanamaker auditorium in New York, was put to very active use in book promotion during Children's Book Week, and from Monday to Saturday there was a steady stream of people into the two o'clock meetings, which were addressed by a score of well-known authors. Among those who appeared on the platform were Hugh Lofting, Dan Beard, Clarence Kelland, Dillon Wallace, William Heyliger, Mary Stewart, Howard Garis, who brought slides with him, Edward Anthony and John Martin.

John Martin's Fall Promotion

JOHN MARTIN from his book house has been giving good support to the general reading interest as well as to his own publishing and retailing of children's books. His Book Plate Book brought to children's bookselling a new practical way of increasing the general interest in personal ownership of books. Instead of having the book plates in boxes, they were printed on ten pages of book size, sixty plates in all, and, being in book form, there was an opportunity for a talk on friendship with books and the care of books as well as for a list of sixty standard books that are in practically every bookstore.

John Martin's house has during November sent out 125,000 copies of a beautifully printed book catalog called, "John Martin's Blue Book of Best Reading for Children." The plan has been to give detailed descriptions of about 100 of the inevitable books, giving the price and the age of the children who should read them. The catalog has a striking blue and black cover and has a great deal of good book advice as well as the list.

Reminiscences of a Book Scout

By Joseph J. Barton

XVI. FISHERMAN'S LUCK

SEVERAL times I have mentioned an old Scotch friend of mine who whacks the bushes for books out in West Jersey. I meet him quite frequently in places where books are apt to congregate and we hunt together until four or five o'clock in the afternoon, and then we knock off for tea and muffins and conversation.

In one of these talks he confided to me the dearest wish of his heart. It wasn't for fame or beauty, riches or glorious raiment. He has no desire for champagne colored socks, a motor, or to see his name on the title page of a best seller.

"Before I die," quoth he (why he should speak of dying I know not because with such a hallowed wish or hope in the heart one never grows old), "on a beautiful day in the fall when there is a tang in the air and all nature is arrayed in browns and tan and scarlet, I would like for you and me" (the dear unselfish man) "to find an old attic; one that no ruthless bookhunter's hands had ever disturbed, virgin with the accumulation of a hundred years or more; and after we got up there, find a couple of nice wide low-cushioned stools on which we could sit in comfort while we went thru the stacks of books. When the light commenced to fail the old white-haired owner would bring us a couple of lamps and we would sit and sit and work, and perhaps we might light a pipe. Then the wind would begin to whisper and sigh in the big pine trees surrounding the house, and maybe after a little if we were very good, the rain would commence to patter on the shingle roof and we would never get hungry and never think of our wives and children or anything; just make pile after pile of books and pamphlets, full of quaint and curious woodcuts and copers, and old-fashioned type, and we would find things we had previously only read about; and finally we would load up a van and take them away, and for weeks and weeks we would sort, and eliminate the junk, and find new treasures every few minutes."

Certainly a pious, godly wish that ought to be gratified.

And this is what happened.

A few weeks ago my eldest son started to talk a fishing trip to me—he had visions of tramping the Canadian wilds carrying a hundred-and-fifty-pound load on a tump line, three to five-pound bass, and shooting bobcats and timber wolves, à la Stewart Edward White.

I couldn't see it myself, but agreed to go fishing if confined to reasonable distances. We got out the pup tent and the blankets, our tackle and eating tools, packed them on our backs and off we went.

The first place we stopped was a preserved lake, and we settled in a log cabin on a bluff above it. The lake was full of fish; bass, perch and catfish, and they were hungry. The owner visited us one day and said there were a few big bass and some pickerel there; but I guess somebody must have caught them when he wasn't looking, as none of them came around while we were there. We put in four days of the busiest fishing I have ever done. How I hate a catfish. I bet we caught about two hundred, six inches long, and threw them all back except a few who had to be cut open to get the hooks out of their stomachs.

It was pretty wild. A family of blue herons had its home there, also a few beaver; fish hawks, kingfishers by the dozen, kildees and a wild dog kept us entertained in off-fishing moments. We moved to another lake about twenty miles distant and put up our tent. The first two days went by too quickly; the third night I woke up at ten minutes of three and thought I was freezing to death, but when I saw the time, I put on my sweater, shoes and hat and rolled in again. I stood it for about an hour and then told Roger I was going to get up and make a fire. When I got out of the tent the moon was shining brightly. The dipper was disappearing behind the tops of the northern mountains—it was a beautiful, crisp night. One of the aborigines told me the next day, there had been a frost. About the time I had the fire going good and the coffee boiling, son appeared on the scene and said he believed his feet were frost bitten.

A couple of nights after that I woke up about midnight and heard the patter of the rain on the canvas. We had put in a big load of hay after that cold night, so I burrowed deep, saying to myself, "I should worry, let her rain," and she did. About five o'clock son woke me up by moving around, and I said, "What's the matter with you?" He wanted to know where the frying pan or a mess kit was. I asked in surprise if he was going to get up and cook breakfast, he never had yet. No, he wanted some kind of a receptacle to catch the water that was dropping on his chest. He must have touched the roof when it was wet, as he had a fine leak which he

couldn't dodge. It looked funny to see him lying on his back with a frying pan on his chest, trying to go to sleep again. There isn't much room to spare in a pup tent when two are in it; you are only comfortable when lying down.

We had a cold breakfast. About 11 a. m. it stopped raining and we got dinner. The wind was in the northeast and it was cold and damp and the boat was wet and the grass and the woods were wetter, and it was rather disagreeable. I found the comic section of a New York newspaper, only about two months old, in the woods, and I devoured it as I sat by the fire. After I read that over two or three times I got a little leather-bound book of poems that the boy had in his pocket, and tried to read the best fifty poems of England, or something like that, but I'm not strong on poetry and after a few trials I handed it back.

There was a good looking farm house about a mile away, and I pinned a note on Roger's shirt (he had gone to sleep again in the tent) saying I was going over to the house

to see if I couldn't find something to read. They didn't have anything except the newspapers, a liver pill almanac and the Bible, but the head of the house said if I would go down the road about two miles, always keeping to the left when the road forked, I would come to a big stone house; and if I told them he had sent me (it seems as tho son and I had made an impression on the old man) they would give me plenty to read.

My dear Scotch friend, it was "The Attic"; you were miles and miles away, it was even seven miles to a town and a telegraph office, but I thought of you; and when all those cases of books and pamphlets get here I shall try to arrange them on the floor of my attic, just as I found them in the late owner's; and if the wind doesn't whisper thru the trees and the rain refuses to patter when we go thru them together, at least part of your dream has come true.

But before you come, examine the old bank account, have them cast up the interest to date, add it on, and draw a check for the whole thing. It's almost all Jerseyiana.

The Right Sort of Salesman

By Alfred J. La Belle

Macauley's Bookstore, Detroit

THE right sort of salesman is one who takes an interest in customers and treats them as they themselves would like to be treated, if they were purchasing in another store.

2. Who will handle customers so that they feel satisfied with the goods they purchase and the service they receive.

3. Who will study each customer with a view to additional sales then, or at some future time.

4. Whose work is founded on knowledge of the goods sold.

5. Who gives satisfactory service so that the customer returns. Returning customers are necessary to a successful business. One can begin with a single customer and build a business, founded on service.

6. Who believes in brains rather than standardization—you cannot standardize to meet every requirement. There is the same difference as between learning by rote and learning so that you know the meaning. Standardization fits you for one business. Brains fit you for any business.

7. Who enters wholeheartedly into co-operation with employers to represent goods so that the general business may be profitable, in

fact, become real co-workers. The best type not merely works for an employer, he works with him. This can be conscientiously done, because the average bookstore's general policy provides that only meritorious books and merchandise shall be especially featured and no circular matter sent out on books not considered worth while.

8. Who realizes bad grammar is a hindrance to good salesmanship.

9. Who realizes personal appearance makes a difference.

10. Who realizes physical health makes a difference.

11. Who realizes moral character makes a difference.

12. Who realizes dignity, if not overdone, helps.

The Young Lady Across the Way

We are glad to learn that this famous person is becoming interested in books.

"The young lady across the way says she's getting to be quite a book collector and hopes some time to get a few original nondescripts."

Authors and Broadcasting

THE Authors' League with its close contact with the organized body of the writers of music has been following closely the effect of broadcasting on royalties and income. The writers of music, who depend for their income on any kind of production of the music, are taking steps to look after their interest in the use of their writing for the radio as well as for concerts. The authors, while not apparently seriously considering that there is any present disadvantage, are conscious of the fact that the engineers prophesy the time when the broadcasting of stories and even whole novels will be accomplished in this way, and they apparently intend to make a statement of their rights for royalty if so used, in order that it may not be said that they had lost these rights by not following them up at the start.

The Executive Committee of the Authors' League has passed a motion at the fall meeting that no one should be a member of the League except producers of copyrightable material. This was brought about by the question as to the membership in the League of agents, publishers and editors who might use the League for business purposes. It was further decided that no member of the League engaged in publishing, editing or the purchase of copyrighted material should serve on any committee or in any official capacity in the League.

Importance of Good Window Display

THE Dry Goods Economist, October 21, calls attention to the comparative neglect of window displays as selling factors. While nearly \$500,000,000 is spent yearly for newspaper advertising the amount expended for window display work is relatively insignificant. Very few merchants make such a detailed and complete study of the art of window advertising as they do in all other branches of their business.

"The show windows are the first introduction to the public, and as such are most valuable when they truthfully portray the policy of the business and its merchandise." A deciding factor when planning the window display should be the type of clientele to which the store caters. This is important in choosing between the "light" or "heavy" trim. Some of the more important considerations are a harmonious whole, an effective background, an appeal reaching the class of people who are the most probable customers, and a display that is a true representation of the merchandise.



Book Promotion in England

THE Associated Booksellers in England have just issued three attractive window strips for booksellers which they are selling at sixpence a set postpaid. These are hand-lettered strips and are reproduced in the English trade paper, *The Bookseller*, October number. The strips read:

BOOKS MAKE A HOUSE A HOME BUY A BOOK WEEK!

BOOKS ARE GIFTS FOR EVERY OCCASION.

A GROWING LIBRARY OF GOOD BOOKS IS NEEDED IN EVERY HOME.

The contributor to *The Bookseller* writes, in commenting on the American campaign: "The National Association of Book Publishers pursues its plans for the popularizing of the book with indefatigable energy. No task is left undone which may seem to be good and helpful in the propaganda towards making the book an essential part of the everyday life of the American system. Its efforts are amazingly comprehensive and systematically convincing. The results of the Association's efficiency are already definitely noticeable. Booksellers realize this, and are giving unreserved assistance to the scheme. It does not do away with advertising in the press. That is a part of the scheme. The press was quick to realize the business value of the idea and gave it the warmest support possible. It proves that the public can be made to realize that a book is not merely a side show of life, but that it is a real and desirable acquisition in the day's round."



Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

- This Freedom. By A. S. M. Hutchinson. *Little, Brown.*
 Babbitt. By Sinclair Lewis. *Harcourt, Brace.*
 The Breaking Point. By Mary Roberts Rinehart. *Doran.*
 The Country Beyond. By James Oliver Curwood. *Cosmopolitan.*
 Certain People of Importance. By Kathleen Norris. *Doubleday, Page.*
 Captain Blood. By Rafael Sabatini. *Houghton Mifflin.*
 One of Ours. By Willa Cather. *Knopf.*
 The Glimpses of the Moon. By Edith Wharton. *Appleton.*
 Fair Harbor. By Joseph C. Lincoln. *Appleton.*
 Simon Called Peter. By Robert Keable. *Dutton.*
 Foursquare. By Grace S. Richmond. *Doubleday, Page.*
 Charles Rex. By Ethel M. Dell. *Putnam.*

GENERAL LITERATURE

- The Outline of History. By H. G. Wells. *Macmillan.*
 Self-Mastery-Autosuggestion. By Emile Coué. *American Library Service.*
 Story of Mankind. By Hendrik W. Van Loon. *Boni & Liveright.*
 Outline of Science. By J. Arthur Thomson. *Putnam.*
 Mind in the Making. By James Harvey Robinson. *Harper.*
 Diet and Health. By L. H. Peters. *Reilly & Lee.*
 Practice of Autosuggestion. By C. Harry Brooks. *Dodd, Mead.*
 Outwitting Our Nerves. By Jackson & Salisbury. *Century.*
 Americanization of Edward Bok. By Edward Bok. *Scribner.*
 Life and Letters of Walter H. Page. By B. J. Hendrick. *Doubleday.*
 Books and Characters. By Lytton Strachey. *Harcourt, Brace.*
 My Northern Exposure. By Walter E. Traprock. *Putnam.*

"This Freedom" still holds first place on the list of best sellers, but "Babbitt" which will undoubtedly push hard for the first position has come up from sixth to second. Mary Roberts Rinehart apparently put up a stubborn fight for her lost second place for she is no further away from it than fourth. Kathleen Norris' "Certain People of Importance," responding to an impressive advertising campaign has advanced from from sixth place to fourth. Curwood and Sabatini seem firmly entrenched high up in the best seller list. "The Glimpses of the Moon" is still among the first ten altho not in such good position as last month. Willa Cather's new novel "One of Ours" is not unexpectedly upon the list this month.

The non-fiction list is much the same as last month. Wells' "Outline" is in first place as it has a habit of being. For the first time in some months, "The Story of Mankind" has gone below second place. This may not be because the public loves Hendrik less, but that it loves Coué more. The other titles are about the same as usual with a slight rearrangement of places. "The Life and Letters of Walter H. Page" is a new comer.

Books in Demand at the Public Library

THE following were the most popular books at the public libraries during the month of September, according to the list in the November number of the *Bookman*, compiled by Frank Parker Stockbridge in co-operation with the American Library Association:

FICTION

- Robin. By Frances Hodgson Burnett. *Stokes*
 If Winter Comes. By A. S. M. Hutchinson. *Little, Brown*
 The Glimpses of the Moon. By Edith Wharton. *Appleton*
 Gentle Julia. By Booth Tarkington. *Doubleday, Page*
 The Breaking Point. By Mary Roberts Rinehart. *Doran*
 This Freedom. By A. S. M. Hutchinson. *Little, Brown*
 The Vehement Flame. By Margaret Deland. *Harper*
 Maria Chapdelaine. By Louis Hémon. *Macmillan*
 The Country Beyond. By James Oliver Curwood. *Cosmopolitan*
 The Head of the House of Coombe. By Frances Hodgson Burnett. *Stokes*

GENERAL

- The Outline of History. By H. G. Wells. *Macmillan*

- The Story of Mankind. By Hendrik Van Loon. *Boni & Liveright*
The Mind in the Making. By James Harvey Robinson. *Harper*
Outwitting Our Nerves. By Jackson and Salisbury. *Century*
Queen Victoria. By Lytton Strachey. *Harcourt, Brace*
Painted Windows. Anonymous. *Putnam*
The Outline of Science. By J. Arthur Thomson. *Putnam*
The Americanization of Edward Bok. By Edward Bok. *Scribner*
The Conquest of Fear. By Basil King. *Doubleday*
The Mirrors of Washington. Anonymous. *Putnam*

The Atlantic Bookshelf

THE notable new books which have been placed upon the *Atlantic Monthly's* Bookshelf and so are reviewed in the November number are:
All in a Life-Time. By Henry Morgenthau in collaboration with French Strother. *Doubleday, Page.*
The Pomp of Power. Anonymous. *Doran.*
The Ladies! By E. Barrington. *Atlantic Monthly Press.*
Love and Freindship, and other early works. By Jane Austen. *Stokes.*
Babbitt. By Sinclair Lewis. *Harcourt, Brace.*
One of Ours. By Willa Cather. *Knopf.*
Since Cézanne. By Clive Bell. *Harcourt, Brace.*

Prepaying Duties on Advertising Matter to Australia

CATALOGS and price lists addressed to business houses and individuals in Australia are subject to duty upon arrival at destination. The Australian tariff provides an alternate duty of 10d. per pound, or 45 per cent ad valorem (whichever returns the higher duty) on catalogs, price lists, circulars, prospectuses, show cards, and photographic, lithographic and other printed advertising matter. The customs regulations further provide a demurrage at the rate of 2d. for each 24 hours or part thereof when the matter detained is not claimed within seventy-two hours after notification of detention. Naturally persons to whom matter of this description is mailed are likely to resent it if the charges are not prepaid, particularly if the matter is sent unsolicited by them. Fortunately duty on this matter may be prepaid by means of stamps, which stamps are obtainable from the official representative of the Commonwealth of Australia, Room 610, No. 11 Broadway, New York City.

Return Address Required on Window Envelopes

THE United States Official *Postal Guide* for October, 1922, calls the attention of all postmasters to the regulation requiring that the sender's full address must be placed in the upper left hand corner of all window envelopes. Postmasters are authorized to take such steps as may be necessary to stop the use of window envelopes which do not bear the return address.

Meeting of Women's National Book Association

THE Women's National Book Association will hold its next meeting on Tuesday evening, the 21st, at the National Arts Club, New York City. One of the speakers will be Joseph Lincoln. Another speaker not yet announced will be a very big drawing card.

Record of American Book Production, October, 1922*

CLASSIFICATION	New Publications		By Origin				
			English and other Foreign Authors				
	New Books	New Editions	Pamphlets	American Authors	American Manufacture	Imported	Total
Philosophy	16	2	3	11	1	9	21
Religion	50	6	10	52	2	12	66
Sociology	52	3	11	61	4	1	66
Law	13	—	1	13	—	1	14
Education	12	—	5	16	—	1	17
Philology	11	5	2	9	3	6	18
Science	14	3	66	76	1	6	83
Technical Books	31	3	2	30	—	6	36
Medicine	15	4	5	18	1	5	24
Agriculture	6	3	—	7	1	1	9
Domestic Economy	1	1	1	3	—	—	3
Business	18	3	—	17	1	3	21
Fine Arts	8	2	2	10	1	1	12
Music	4	—	—	2	—	2	4
Games	7	2	1	10	—	—	10
General Literature	26	1	2	18	3	8	29
Poetry, Drama	36	5	35	31	41	4	76
Fiction	89	29	—	83	28	7	118
Juveniles	95	21	2	88	13	17	118
History	41	5	3	31	3	15	49
Geography	25	2	6	20	2	11	33
Biography	29	2	3	23	3	8	34
Miscellaneous	4	—	1	5	—	—	5
Total	603	102	161	634	108	124	866

* In October, 1921, 589 new books, 98 new editions, 115 pamphlets, a total of 802, were recorded.

A Week's Gleanings of Book-Trade News

AMELITA GALLI-CURCI came to the United States for a short sight-seeing trip with no intention of singing here. Her many interesting experiences are told in a chapter of William Armstrong's "The Romantic World of Music," Dutton.

The Renaissance Series in the field of belles lettres begins with a limited edition of "Colours" by Remy de Gourmont, translated by Frederick Reeves Ashfield. *The Renaissance Series* is being issued by a new publishing firm, The Bluefaun Book Concern.

BERTRAND RUSSELL, author of "The Problem of China," "Why Men Fight," has in preparation, with his wife, Dora Russell, a book which will deal with the prospects which lie before an industrial civilization like our own. The book will probably be ready for late autumn publication.

THE SEASON'S increase in popular price series has been much commented on in the trade and in general literary magazines. The effort of the Macmillan Company to meet the demands in this field has now brought their popular seventy-five cent library up to over sixty titles. This series shows a very wide range of selection covering old favorites like "The Wreck of the Grosvenor," poetry like Robinson's "The Three Taverns," juveniles like Major's "The Bears of Blue River" and Latham's "Jimmy Quigg, Office Boy," religious books like Babson's "Religion and Business," and gift books like Crother's "Book of Friendship."

THE OXFORD UNIVERSITY PRESS American Branch will have ready early next month the facsimile of the Old Testament text of the Codex Sinaiticus, reproduced from photographs taken at Petrograd and in Leipzig in 1913 by Dr. and Mrs. Kirsopp Lake. A description of this famous Codex and an introduction to its history have been contributed by Dr. Lake. It may be added that the production of this volume, completing the task begun by the Oxford University Press by the publication in 1911 of those parts of the codex which contain the New Testament, was made possible by the enterprise and devotion of the editors and by the munificence of an anonymous benefactor, who, in 1913, made a most liberal gift to the British Academy for the purpose.

ROBERT FROST has returned to the University of Michigan to hold their Fellowship in Creative Art. It is understood that this year Mr. Frost will keep more time free for his own writing and so a greater amount of work may be expected from him during the coming year.

"SENECA MYTHS" are an extraordinary collection of tales told to Jeremiah Curtin by the old men among the Seneca Indians. The younger men take little interest in the old legends and myths and had not Mr. Curtin collected these tales they would have been soon lost.

READERS who in the course of many months have followed the articles on the history of the *Evening Post*, by Allan Nevins, will be interested to learn that the story, greatly amplified has now appeared in book form from the press of Boni & Liveright under the title "The Evening Post: A Century of Journalism." Beyond the story of the *Evening Post* and its contemporaries Mr. Nevins has given us the background of American political and social life in the city and the nation essential for an estimate of the role of the press.

PRINCE EITEL FRIEDRICH has just published a war diary, "Recollections of the First Prussian Guard Regiment," says the foreign correspondent of the *New York Globe* in a recent article. The book is quite unusual in some respects, the author says little about himself and all the profits on the book are to be given to the widows and orphans of the men of his regiment killed in the war. The diary is said to be devoid of literary merit and also of sensationalism, it is merely a day by day account of the activities of the prince's regiment.

CARPENTIER'S recent defeat is offset by his new triumph as a screen actor. He is now appearing in London as the gipsy fighter of John Overton's novel, "My Lady April" the film version of which is called "A Gipsy Cavalier." J. Stuart Blackton, the producer, announced publicly on August 31 that Carpentier had signed a three year contract with him and intended to forsake the boxing ring to devote himself entirely to film acting. "The Gipsy Cavalier" will soon be seen in this country and the novel, "My Lady April" has been recently published by Stokes.

Communications

AUTOBIOGRAPHICAL LETTERS

Book Hill, Highland Falls, N. Y.

October 17, 1922.

Editor: PUBLISHERS WEEKLY:

The letter of A. E. Wetherbee, in the October 14 issue of THE PUBLISHERS' WEEKLY reminds me to write to call the attention of publishers and booksellers to the fact that The *Editor Magazine* has been publishing for years a series of autobiographical letters by authors. This series has contained much excellent publicity material. These letters come to *The Editor*, not thru publishers, but direct from authors, and do not contain the usual kind of publicity material.

yours truly,
THE EDITOR.

PUBLISHERS WASTE MONEY

Editor, PUBLISHERS' WEEKLY,

I wonder how many realize the great waste of postage, paper and labor there is made by firms not oftener revising their mailing lists.

On March 1st, 1920, I sold out my business and retired. I had been in a bookstore as clerk, partner and alone from 1871 to 1920. My father started the store in 1848 and personally knew many of the founders of the great firms now of world wide reputation. There was a short notice of my selling out the store to outside parties in the PUBLISHERS' WEEKLY at the time of the transaction. Of course a bookstore successfully run for seventy years by the same family and paying at all times one hundred cents on the dollar may be of too frequent occurrence to deserve more than a passing notice, so that a short one was all that was needed. However that may be, had those both in book publishing and stationery trade papers made an extended note of it I would not today be the recipient of all sorts of samples, books, catalogs, circulars and stationery not to say repeated letters asking why I did not continue my trade with them.

Some of this mail went to a street and number I left in 1912 and some is even addressed to my father who passed away in 1903. All of which goes to show that either those who profess to sell addresses are very careless as well as those who are supposed to keep the lists up-to-date in their respective houses. If I were the only recipient of this sort of thing very little loss would be entailed. I have inquired among my friends and find any number receiving all sorts of mail relating to things in which they have no interest whatever and some directed to places long since abandoned.

Now all this matter entails an enormous waste and labor in the Post offices and houses sending out the matter. Cannot something be done to stop it? Shall we continue to fill our waste baskets? It helps in these days of shortage in coal to start our fires.

JOHN STERLING.

Personals

L. BRENT VAUGHAN, head of the publishing business of F. J. Drake & Co., has been elected president of the University Club of Chicago. Mr. Vaughan entered the publishing field thru the editorial end after his graduation from the University of Chicago and later took over the business and built it to large proportions. He has been one of the most active and influential members of the University of Chicago's alumni.

DAVID J. O'CONNELL of Funk and Wagnalls Co., and president of the New York Booksellers' League is booked for another term in Congress, beginning March 4, 1923. He defeated his opponent in Brooklyn by 15,403 majority in a district usually overwhelmingly Republican, and once more becomes the book-trade's own representative in Washington.

Periodical

THE NEW YORK *Times* has leased the store and basement at 137 West 125 Street for use as a branch office. The new office is larger and more convenient than the office which is at present located at 111 West 125 Street.

Business Notes

BROOKLYN, N. Y.—The Williams-Barker Co., publishers of the *Gold Medal Library*, established a sales office at 501 Fifth Avenue, in charge of E. Rock.

NEW YORK CITY—Times Square Book and Art Shop was recently incorporated with A. W. Lawton, B. O. Hughes and A. A. Thompson as the principals.

PEKING, CHINA.—The China Book Exchange is a new concern founded by L. S. Regine, who has been a resident here since 1906.

WASHINGTON, D. C.—The Rare Book Shop, which was formerly located at 813 Seventeenth Street has moved to larger quarters at 723 Seventeenth Street. The Shop will carry in addition to Scarce Books, Prints and Autographs a complete line of new books including the latest fiction.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Titles beginning with an unimportant word are inverted to be listed under their subject when possible.

Abdullah, Achmed

Alien souls. 248 p. D [c. '22] N. Y., McCann \$1.75

A group of tales dealing with Afghan life, followed by a group of Turkish tales and others from India, Japan and China.

Agresti, Olivia Rossetti

David Lubin; a study in practical idealism [with a recollection of David Lubin by William Roscoe Thayer]. 372 p. O c. Bost., Little, Brown \$3.50

Biography of the founder of the International Institute of Agriculture, who rose from a poor emigrant boy to world leadership in the field of international cooperation.

Appleton, Victor, pseud.

Tom Swift and his electric locomotive. 212 p. il. D (Tom Swift books) N. Y., Grosset & Dunlap 50 c.

Artschwager, Ernst, and Smiley, Edwina M.

Dictionary of botanical equivalents; French-English, German-English. 137 p. S [c. '22] Balt., Williams & Wilkins \$2

Bagger, Eugene S.

Eminent Europeans; studies in Continental reality. 19+283 p. front. (por.) il. pls. (pors.) O c. N. Y., Putnam \$2.50

A selected group of present-day European celebrities, including Queen Marie, Venizelos, Constantine, Masaryk, Paderewski, Karolyi, etc.

Bailey, Margaret Emerson

Robin Hood's barn; the confessions of a garden adventurer; with drawings by Whitman Bailey. 13+301 p. front. il. pls. O [c. '22] N. Y., Doran \$2

The story of a garden which is as much a state of mind as an actual bit of earth, the material garden lies on the border line of Rhode Island and Massachusetts and one end of it is washed by the sea that works all sorts of wonders among the salt marsh fringes.

Abrams, Duff, Andrew

Flexural strength of plain concrete; authorized reprint from the copyrighted proceedings of the Am. Concrete Institute; v. 28, 1922. 26 p. charts, tabs. O (bull. no. 11) '22 Chic., Structural Materials Research Laboratory, Lewis Inst. pap. gratis

Baker, Ray Stannard [David Grayson, pseud.]

Woodrow Wilson and world settlement; written from his unpublished and personal material; in 3 v.; v. 1 and 2. 35+432-12+561 p. fronts. (pors.) il. pls. (pt. pors.) facsms. O c. Garden City, N. Y., Doubleday, Page \$10 set of 2 v.

Baring, Maurice

Overlooked. 200 p. D '22 Bost., Houghton Mifflin \$1.75

A story which opens at a French watering-place, where a typically continental group furnishes literary food for two writers, each of whom finds in Miss Brandon a unique heroine for his story, one recording her life realistically, the other as a princess of old fairy story days who has strayed by mistake into the twentieth century.

Batten, Samuel Zane

If America fail!; our national mission and our possible future. 265 p. D [c. '22] Phil., Judson Press \$1.60

"The making of a just, righteous brotherly Christian nation is the supremest achievement possible to a people."

Baynes, Ernest Harold

Polaris; the story of an Eskimo dog. 14+137 p. front. il. pls. D c. N. Y., Macmillan \$1.50

The true story of the Eskimo dog born on the Maine Island where Peary brought the dogs who had drawn his sledge to the Pole, his strenuous puppyhood at the Baynes's mountain home in New Hampshire and how he ended his life in Labrador with Dr. Grenfell's dogs.

Beaty, John O.

John Esten Cooke, Virginian. 8+173 p. (4½ p. bibl.) D c. N. Y., Columbia Univ. Press \$2.50

Byington, Margaret F.

What social workers should know about their own communities. an outline; 3rd ed. rev. 43 p. O (Pub. C. O. 7) [21] N. Y. Russell Sage Found., Charity Organization Dept. pap. apply

Beck, L. Adams

The key of dreams; a romance of the Orient. 351 p. D c. N. Y., Dodd, Mead \$2

A love story of the Orient, of a man who seeks inspiration for his pen in India and the Far East, and finds it in a woman who is herself the key of all the dreams, stories and legends of the marvelous antiquity that haunts the man as he wanders on his pilgrimage.

Bedier, J.

The romance of Tristan and Iseult; tr. into English by H. Belloc. 144 p. O (Old world ser.) ['22] Portland, Me., T. B. Mosher bds. \$2

Beer, George Louis

The origins of the British Colonial system, 1578-1660. 8+438 p. (bibl. foot-notes) O ['22-c. '08] N. Y., Macmillan \$3

Beman, Lamar Taney, comp.

Selected articles on the closed shop; 2nd ed., rev. and enlarged. 71+282 p. (38 p. bibl.) D '22 N. Y., H. W. Wilson \$2

Bennet, Robert Ames

The bloom of cactus. 248 p. il. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Bennett, Arnold, i.e., Enoch Arnold

Lilian. 8+293 p. D [c. '22] N. Y., Doran \$2
The story of Lilian, beautiful, poor and alone, who lives everywhere, who may be seen in the London Tube or the New York Subway, and who has no business in the office to which she is going when it is her mission in life to give some man lasting delight.

Bosanquet, Bernard

The meeting of extremes in contemporary philosophy. 28+220 p. D '21 N. Y., Macmillan \$2.50

A discussion of the opposition of Realism and Idealism.

Brand, Max

The night horseman. 379 p. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Brasol, Boris L.

The balance sheet of Sovietism. 9+272 p. O c. N. Y., Duffield \$2

Covers the industrial, agricultural, commercial, intellectual, educational and political conditions as they are to-day. "The balance sheet of Communism presents a picture of fraudulent bankruptcy."

Brunner, Edmund de Schweinitz, and Brunner, Mary V.

Irrigation and religion; a study of religious and social conditions in two California counties. 128 p. front. il. pls. tabs. maps. charts O (Com. on social and religious surveys) [c. '22] N. Y., Doran \$2.50

One of a series of studies dealing with religious and social conditions found in typical country regions throughout the United States.

Burdick, Charles Kellogg

The law of the American Constitution; its origin and development; with two introductory chapters by Francis M. Burdick. 18+687 p. (bibl. foot-notes) O c. N. Y., Putnam \$6

Burritt, Maurice Chase

The county agent and the farm bureau. 16+269 p. il. pls. tabs. D [c. '22] N. Y., Harcourt, Brace \$1.50

Campbell, Mrs. Patrick [Beatrice Stella Cornwallis-West]

My life and some letters. 451 p. front. (por.) il. pls. (pt. pors.) facsms. O c. N. Y., Dodd, Mead \$5

Autobiography of the famous English actress, including anecdotes and amusing sidelights on actors, actresses, managers, playwrights, among them Barrie, Shaw, Pinero, Wilde, poets and men of letters of a brilliant generation.

Chandler, George Fletcher, and others

The policeman's art; as taught in the New York State School for Police by [author] assisted by Albert B. Moore and a corps of expert collaborators; introd. by Augustus S. Downing. 10+212 p. diagr. S c. N. Y., Funk & Wagnalls \$1.50

Chipperfield, Robert Orr

Man in the jury box. 324 p. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Clifford, Philip Greely

Nathan Clifford, Democrat, 1803-1881 [biography]. 10+356 p. front. (por.) O c. N. Y., Putnam \$3.50

Colum, Padraic

Dramatic legends and other poems. 100 p. D c. N. Y., Macmillan \$1.50

Cook, Col. Charles Chesney

Observations on fox-hunting; a new ed. with col. plates after pictures by Wolstenholme, Alken and others; and an introd. by Lord Willoughby de Broke. 15+144 p. front. (col.) il. pls. (pt. col.) O '22 N. Y., Longmans, Green bds. \$7.50

Cornelius, Charles Over

Furniture masterpieces of Duncan Phyfe; measured detail drawings by Stanley J. Rowland. 11+86 p. front. il. pls. (pt. fold.) O c. Garden City, N. Y., Doubleday, Page, for Met. Mus. of Art \$4

Author and illustrator of the Metropolitan Museum of Art.

Craig, Sir Maurice, M.D.

Nerve exhaustion. 148 p. D ['22] Phil., Lea & Febiger \$2.25

Crannell, Philip Wendell, D.D.

Pocket lessons for 1923; 6th annual v. 207 p. T (Internat. improved uniform ser.) [c. '22] Phil., Judson Press 35 c.

The book of books; how to appreciate the Bible. 107 p. D (Judson training manuals ser.) [c. '22] Phil., Judson Press 75 c.

Crotti, André, M.D.

Thyroid and thymus; new 2nd ed. 774 p. il. pls. (col.) O ['22] Phil., Lea & Febiger lea. \$15

Darton, Frederick Joseph Harvey

The soul of Dorset. 13+352 p. front. il. pls. O '22 Bost., Houghton Mifflin \$5

A descriptive and historical narrative of Dorset, beginning long before the coming of the Romans, including the part the county has played in the colonizing of America and sketching the main tendency of English history in a series of epochs applied to its local exhibition in Dorset.

DeLawrence, George

Impromptu magic with patter; with introd. by A. M. Wilson, M.D.; il. by Harlan Tarbell. 80 p. il. figs. S [c. '22] Chic., T. S. Denison & Co. bds. 75 c.

Dickey, Marcus

The maturity of James Whitcomb Riley; fortune's way with the poet in the prime of life and after; with il. painted under the poet's direction by Will Vawter and reproductions of photographs, mss. and rare documents. 427 p. front. (por.) il. pls. (pt. pors.) [c. '22] Indianapolis, Ind., Bobbs-Merrill \$4

Dunlap, Knight

Elements of scientific psychology. 368 p. il. O [22] St. Louis, Mo., C. V. Mosby Co. \$3.50

Egan, Maurice Francis

The adventurers. 224 p. front. D [c. '22] Phil., H. L. Kilner, 1630 Chestnut St. \$1.25

A story for Catholic youth, how Bertrand encountered many strange adventures in France while searching for his father, who had been called to the colors, and his further adventures in America when he makes his escape from his captors.

Elliott, Lilian Elwyn

Chile today and tomorrow. 10+345 p. front. il. pls. D c. N. Y., Macmillan \$5

A complete view of Chile's history, resources and accomplishments.

Evans, Sir Arthur

The palace of Minos at Knossos. 721 p. il. Q [c. '21] N. Y., Macmillan \$35

Farnol, Jeffery

Black Bartlemy's treasure. 368 p. D (Copyright fiction) [22] N. Y., Burt 75 c.

Fitzhugh, Percy Keese

Roy Blakeley's bee-line hike. 209 p. il. D (Roy Blakeley stories, no. 8) N. Y., Grosset & Dunlap 50 c.

Tom Slade's double dare. 216 p. il. D (Tom Slade books for boys ser.) N. Y., Grosset & Dunlap 50 c.

Footner, Hulbert

Thieves' wit. 346 p. D (Copyright fiction) [22] N. Y., Burt 75 c.

Fox, John, jr.

Erskine Dale, pioneer. 250 p. il. D (Copyright fiction) [22] N. Y., Burt 75 c.

French, William Leslie

The psychology of handwriting; with many facsimiles of handwriting which illustrate the principles of this useful science. 14+226 p. il. pls. facsms. O c. N. Y., Putnam \$3.50

Fridlander, Ernest D.

Matthew Maris. 150 p. il. O [21] Bost., Medici Soc., 755 Boylston St. buck. \$6

Fry, C. Luther

The new and old immigrant in the land; a study of Americanization and the rural church. 12+119 p. il. pls. maps. tabs. O (Com. on social and religious surveys) [c. '22] N. Y., Doran \$2.50

Points the way to a new type of rural ministry which shall give the immigrant a real contact with American ideals and customs.

Frye, Prosser Hall

Romance and tragedy. 9+341 p. D c. Bost., M. Jones \$2.50

A series of essays on literature and criticism, the terms "classic" and "romantic," German romanticism, Nietzsche, the idea of Greek tragedy, Racine, Shakespeare, Sophocles, structure and style.

Gerould, Katharine Fullerton [Mrs. Gordon Hall Gerould]

Valiant dust. 347 p. D c. '15-'19-'22 N. Y., Scribner \$2

A collection of short stories, including East of Eden, The Toad and the Jewel, Habakkuk, Belshazzar's Letter, etc.

Gettys, James Roberts

Who's who in the universe. 116 p. S [c. '22] N. Y., Abingdon Press \$1

Sets forth the qualities which must be dominant in the men and women who are to be in the Who's Who of the decades just ahead.

Gide, Charles

Consumers' co-operative societies [tr. from the French by the staff of the Co-operative Reference Library, Dublin, Ireland; with introd. and supplementary chapter by James Peter Warbasse]. 14+287 p. D c. N. Y., Knopf \$3

Devoted to the meaning and history of distributive co-operation, economic relations to the state, the industrial system, socialism, together with the practical problems of organization administration and development of consumers' societies.

Gilbert, George

Midnight of the ranges. 302 p. D (Copyright fiction) [22] N. Y., Burt 75 c.

Gissing, George

Books and the quiet life; being some pages from the private papers of Henry Ryecroft. 68 p. O [22] Portland, Me., T. B. Mosher bds. \$1.50

Dept. of Interior, U. S. Geological Survey

Surface water supply of the U. S., 1918; pt. 8; Western gulf of Mexico basins; prepared in co-operation with the state of Texas. 4+106 p. tabs., pls. O (Water-supply pap. 478) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10c.

Dixie Business Book Shop

Bibliography of 2700 business books; comprising new, in print, used, out of print; adapted for special libraries, individual reading courses, investment firms, executives, banks. 112 p. D [c. '22] N. Y., [Author], 140 Greenwich St. pap. apply

Green, Edward S.

Capital City book of etiquette. 198 p. front. il. pls. tabs. D [c. '20-'22] Washington, D. C., Austin Jenkins Co. \$1.50

Grey, Zane

The last trail. 300 p. il. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Gruelle, John B.

Johnny Mouse and the wishing stick; il. by [author]. 89 p. il. pls. (pt. col.) O [c. '20, '21, '22] Indianapolis, Ind., Bobbs-Merrill bxd. \$1.25

A story for little children.

Hammond, C. S., and Co.

Hammond's Pennsylvania State road map; shows all through highways and connecting good roads with mileage and description of principal routes. 23x36 in. [c. '22] N. Y. [Author] pap. 50 c.

Hammond's Southeastern road map; extends west to Reading, north to Slatington and east to Phil. 29x42 in. [c. '22] N. Y. [Author] pap. 50 c.

Hammond's subway system map of Brooklyn; shows all streets, parks, parkways, trolley and elevated lines, subways, etc. 20x25 in. [c. '22] N. Y., [Author] 25 c.

Hammond's subway system map of New York City (Manhattan and the Bronx); shows all streets, parks, parkways, subways, elevated and surface car-lines, the new tunnels, etc. 36x22 in. [c. '22] N. Y., [Author] 25 c.

Harben, William Nathaniel

The cottage of delight. 428 p. il. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Hardy, Thomas

Selected poems. 144 p. O ['21] Bost., Medici Soc. bds. \$12

Hargitt, Charles Wesley, and Hargitt, George T.

Outlines of general biology; an introductory laboratory manual. 8+184 p. il. D ['22] Phil., Lea & Febiger \$2

Harvard (The) Glee Club, comp.

The Harvard song book. 174 p. music O c. Cambridge, Mass. [Author] \$1

Hathaway, Maurine

Fire castles [verse]. 110 p. D c. Cincinnati, O., Stewart Kidd \$1.50

Havens, Raymond Dexter

The influence of Milton on English poetry. 734 p. O ['22] Cambridge, Mass., Harvard Univ. Press \$7.50

Herelle, F. d'

The bacteriophage; its rôle in immunity; authorized tr. by George H. Smith. 287 p. il. O ['22] Balt., Williams & Wilkins \$4

Herman, E.

Creative prayer. 240 p. O ['21] Bost., Pilgrim Press \$2.50

Hendryx, James B.

The gold girl. 349 p. il. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Heyliger, William

Don Strong, patrol leader. 288 p. il. D (Every boy's library ser.) N. Y., Grosset & Dunlap \$1

Hill, Jozef

History of the United States of America in the Slovak language; Dejiny Spojených Státov Amerických. 224 p. il. maps O ['22] Pittsburgh, Pa., History Pub. Co., 301 Boggston Ave. \$1.50

Holliday, Robert Cortes, and Van Rensselaer, Alexander

The business of writing; a practical guide for authors. 20+297 p. (9 p. bibl.) D [c. '22] N. Y., Doran \$2

Holmes, Thomas K.

The man from the tall timber. 434 p. il. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Hooker, Forrestine Cooper

Star; the story of an Indian pony; with an introd. by Lieut. Gen. Nelson A. Miles; front. by Charles Livingston Bull. 11+191 p. front. (col.) D c. Garden City, N. Y., Doubleday, Page \$1.75

The life story of an heroic pony, belonging to Songbird, the daughter of an Indian chief. Mrs. Hooker is the wife of an American army officer, who has been stationed in the Indian country for many years.

Hope, Laura Lee

The outdoor girls in the saddle. 214 p. il. D (Outdoor girls ser.) N. Y., Grosset & Dunlap 50 c.

Horder, W. Garret

The God that Jesus saw. 215 p. O ['22] Bost., Pilgrim Press \$2

Hough, Emerson

The young Alaskans on the Missouri. 377 p. front. D [c. '22] N. Y., Harper \$1.75

A story for boys.

Jefferis, B. G., M.D., and Nichols, A. M.

Safe counsel or practical eugenics; to which has been added The Story of Life by Ozora S. Davis and Emma F. A. Drake; ed. and rev. by J. L. Nichols; with drawings by J. W. Collins and Edward Spear. 512 p. front. tabs. il. pls. D [c. '22] Naperville, Ill., J. L. Nichols & Co. \$2 lea. \$3

Jones, Ilion T.

Is there a God? 9+155 p. D c. N. Y., Macmillan \$1.25

A series of sermons on Theism, attempting a presentation popular and yet in touch with scientific facts.

Josey, Charles Conant

The social philosophy of instinct. 274 p. (bibl. foot-notes) D [c. '22] N. Y., Scribner \$2

A study of the relation of original nature to the values, motives and impulses of the adult; for the layman as well as the student of ethics, sociology and psychology.

Hayes, H. Gordon

Problems and exercises in economics; rev. ed.

6+138 p. tabs., diagr. S c. '16, '22 N. Y., Holt pap. apply

Keats, John

Odes, sonnets and lyrics of [author]; the Daniel Press ed. re-ed. with added selections. 110 p. Q ['22] Portland, Me., T. B. Mosher bds. \$3

Kelland, Clarence Budington

Youth challenges. 345 p. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Knauth, Oswald Whitman

Distribution of income by states in 1919. 5+30 p. tabs. O (Pub. of the Natl. Bur. of Economic Research, Inc., no. 3) ['22] N. Y., Harcourt, Brace \$1.25

Lang, Andrew

Aucassin and Nicolette; tr. into English by [author]. 88 p. front. O (Old world ser.) ['22] Portland, Me., T. B. Mosher bds. \$2

Leitch, Mary Sinton

The waggon and the star [verse]. 11+103 p. D c. Bost., B. J. Brimmer Co., 79 Myrtle St. \$1.50

LeQueux, William

The doctor of Pimlico. 322 p. il. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Leverage, Henry

The shepherd of the sea. 304 p. il. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Lincoln, Joseph Crosby [Joe Lincoln]

The Portygee. 362 p. il. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Lum, Bertha

Gods, goblins and ghosts; the weird legends of the Far East. 64 p. front. (col.) il. pls. (pt. col.) Q c. Phil., Lippincott \$10 autographed \$25

McBain, Howard Lee, and Rogers, Lindsay

The new constitutions of Europe. 9+612 p. tabs. diagr. O c. Garden City, N. Y., Doubleday, Page \$3

Presents translations of the principal new constitutions of Europe, many hitherto inaccessible, together with chapters on suffrage provisions, proportional representation, recent modifications of the bi-cameral principle, cabinet and presidential government, economic policies, etc.

McCarty, Richard Justin

An essay in practical philosophy; relations of wisdom and purpose. 6+190 p. O c. Kansas City, Mo. [Author], 3820 Warwick Blvd. \$1.50

McCoy, James David

Applied orthodontia; an introductory text for students and practitioners of dentistry. 300 p. pls. O ['22] Phil., Lea & Febiger \$4

Dental and oral radiography; a textbook for students and practitioners of dentistry; 3rd ed.

197 p. il. pls. (pt. pors.) figs. O c. '16-'18-'22 St. Louis, Mo., Mosby \$3

McCulley, Johnston

Broadway Bab. 314 p. il. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Mackey, Mary Stuart, and Mackey, Maryette Goodwin

The pronunciation of 10,000 proper names; giving famous geographical and biographical names, names of books, works of art, characters in fiction, foreign titles, etc.; new ed. with corrections and the addition of important words, making a total of 12,000 proper names. 13+329 p. D c. N. Y., Dodd, Mead \$2.50

Maclean, Hugh, M.D.

Modern methods in the diagnosis and treatment of renal disease. 102 p. D ['22] Phil., Lea & Febiger \$2

Macmillan, Cyrus

Canadian fairy tales; with il. by Marcia Lane Foster and an introd. by John Grier Hibben [profusely illustrated]. 14+203 p. front. (col.) il. pls. (pt. col.) O ['22] N. Y., Dodd, Mead \$5

Macnaghten, Hugh

Emile Coué; the man and his work. 11+52 p. S '22 N. Y., Dodd, Mead \$1

The Vice-Provost of Eton College tells how from a skeptic he became a grateful patient, his experiences at Dr. Coué's clinics at Nancy, where remarkable cures were wrought, together with a description of the visit of Dr. Coué to England and a graphic picture of the man himself.

Maugham, William Somerset

East of Suez; a play in seven scenes. 138 p. D [c. '22] N. Y., Doran \$1.25

Mechtilde, Saint

The love of the Sacred Heart. 169 p. S ['22] N. Y., Benziger Bros. \$2

Miller, Dayton Clarence

The science of musical sounds. 11+286 p. (8 p. bibl.) front. (chart) il. pls. figs. O '22 c. '16 N. Y., Macmillan \$3

Miller, H. S.

The Christian workers' manual. 11+254 p. D [c. '22] N. Y., Doran \$1.50

Divided into five sections; The Bible and Christian Work; Sin; Salvation; The Christian Life; Excuses.

Mitchell, C. Ainsworth

Documents and their scientific examination; with especial reference to the chemistry involved in cases of suspected forgery, investigation of disputed documents, handwriting, etc. 12+215 p. (1 p. bibl.) il. pls. figs. tabs. D '22 Phil., Lippincott \$4

Katz, Frank J.

Feldspar in 1921. various paging tabs. O (Dept. of Interior; U. S. Geol. Survey) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Koch, Frederick H.

Play production for amateurs. 64 p. (6 p. bibl.) front., pls., plans O (Extension leaflets; v. 1; no. 14) '22 Chapel Hill, N. C., Univ. of North Carolina pap. apply

Merchants' Association of New York

Year book 1922. 334 p. front. (pors.) pls., diagr. (fold.) tabs. O ['22] N. Y., [Author] 233 Broadway pap. apply

Middleton, Jefferson

Clay in 1921; mineral resources of the U. S.; pt. 2. various paging tabs. O (Dept. of Interior; U. S. Geol. Survey) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Monahan, Michael

An attic dreamer. 14+333 p. D c. N. Y., M. Kennerley \$2.50

A series of essays and intimate papers on many subjects and in many moods, including essays on Poe, Ingersoll, Wagner, Lafcadio Hearn, etc.

Mulford, Clarence Edward

"Bring me his ears"; front. by J. Allen St. John. 350 p. front. D c. Chic., McClurg \$1.90

A picture of pioneer adventure, danger and struggle, of a caravan journey across the great plains from St. Louis to Santa Fé.

Mufti-Zade K. Zia Bey

Speaking of the Turks. 271 p. O c. N. Y., Duffield \$1.75

Turkey and the Turkish people as they are to-day, modern Turkish women, schools and education, the religious attitude of the Mohammedans, business and home life in Constantinople, written by the son of the Turkish Ambassador to England, who has lived many years in the United States and who married an American girl.

Nevins, Allan

The Evening Post; a century of journalism. 9+590 p. front. (por.) il. pls. (pors.) O [c. '22] N. Y., Boni & Liveright \$5

A history of the newspaper founded by Alexander Hamilton; many editorials and news items make the story a contribution to the sidelights of national history; literary comments, musical and dramatic criticisms from the days of the Old Park Theatre, a century and a quarter ago, to the present time.

Nichols, Henry J.

Carriers in infectious diseases; a manual on the importance, pathology, diagnosis, and treatment of human carriers; with a chapter on Carriers in veterinary medicine by R. A. Kelser. 184 p. O [22] Balt., Williams & Wilkins \$3

Nitze, William Albert, and Dargan, E. Preston

A history of French literature; from the earliest times to the Great War. 11+781 p. (25 p. bibl.) il. pls. O c. N. Y., Holt \$4

For the general reader and for students; divided into three parts; Medieval, Renaissance and Modern, emphasizing in turn the chief literary movements and writers, giving a connected account of the "main currents" of French literature.

Noland, Stephen C.

Sam Blick's diary. 5+301 p. D c. N. Y., Harper \$1.90

The humorous diary of a plain American citizen, jotting down the incidents each day at home and at the office, including Sam and his wife at the movies; Sam giving the bride away; Sam and the blond stenographer, etc.

O'Donnell, Charles Leo

Cloister and other poems. 74 p. D c. N. Y., Macmillan \$1

Ogden, George Washington

The bondboy. 370 p. D c. Chic., McClurg \$1.90

The story of Joe Newbolt, bound out by the force of circumstance to a tyrant farmer, how he is accused

of murder, but as a gentleman he cannot utter the words that would clear him, and how he never falters.

Olcott, Frances Jenkins, comp.

Good stories for great birthdays; arranged for story-telling and reading aloud and for the children's own reading. 28+483 p. front. il. pls. D c. Boston., Houghton Mifflin \$3

A collection of inspiring stories of a score of great men and women, made to be read to children on the anniversaries of their birthdays.

Oppenheim, Edward Phillips

The box with broken seals. 300 p. il. D (Copyright fiction) [22] N. Y., Burt 75 c.

The devil's paw. 295 p. il. D (Copyright fiction) [22] N. Y., Burt 75 c.

Osterhout, W. J. V.

Injury, recovery and death in relation to conductivity and permeability. 259 p. (15½ p. bibl.) D (Monographs on experimental biology) [c. '22] Phil., Lippincott \$2.50

Patricia Brent, spinster

302 p. D (Copyright fiction) [22] N. Y., Burt 75 c.

Pendexter, Hugh

Red belts. 246 p. il. D (Copyright fiction) [22] N. Y., Burt 75 c.

Perkins, Edna Brush

The white heart of Mojave; an adventure with the outdoors of the desert. 229 p. front. il. pls. map O [c. '22] N. Y., Boni & Liveright \$3

The adventures, trials and observations of two brave women who ventured into the region of Death Valley in their search for "the terrible fascination" of the Mojave Desert, in the cruel waste where even the huskiest of men hesitate to go.

Perkins, Lucy Fitch [Mrs. Dwight Heald Perkins]

The Swiss twins; il. by the author. 131 p. front. il. pls. O [c. '22] Bost., Houghton Mifflin \$1.75

A story for children, about Seppi and Leneli, a little boy and girl who lived in the Alps, and their adventures when they are given charge of the goats while their father and brother go to the higher pastures with the cattle.

Perks, Sydney

The history of the Mansion House [includes the rebuilding of London after the great fire of 1666]. 15+228 p. front. (por.) il. pls. facsims. plans (pt. fold.) O '22 N. Y., Macmillan \$14

Perrin, William Gordon

British flags; their early history and their development at sea; with an account of the origin of the flag as a national device; il. in col. by Herbert S. Vaughan. 12+204 p. (bibl. foot-notes) il. pls. (pt. col.) O '22 N. Y., Macmillan \$12

New York State Conservation Commission

Stream pollution studies by Russell Suter and Emmeline Moore, studies in oyster culture by William Firth Wells; reprint from annual report for 1921. 34 p. il., pls., tabs. O '22 Albany, N. Y., J. B. Lyon Pr. Co. pap. apply

Noble, L. F. and others

Nitrate deposits in the Amargosa region South-eastern California. 7+99 p. pls., diags., maps

(fold) tabs. O (Dept. of Interior; U. S. Geol. Survey Bull. 724) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 35 c.

Patch, Howard Rollin

The tradition of the Goddess Fortuna: in Roman literature and in the transitional period. various paging (2 p. bibl.) front. O (Smith College studies in modern languages; v. 3, no. 3, April 1922) '22 Northampton, Mass., Smith College pap. apply

Pinkerton, Katharine and Robert

Penitentiary post. 246 p. il. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Posnette-Dart, Nathaniel

Childe Hassam. No paging front. (por.) il. pls. (pt. pors.) S (Distinguished Am. artists ser.) [c. '22] N. Y., Stokes bds. \$1

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The first two volumes in a new inexpensive series, intended to include all the outstanding American artists, each volume containing sixty-four reproductions showing the varied characteristics of the artist who is the subject of the book, together with an interpretation and appreciation of his work, list of prizes and awards, galleries in which he is represented, etc.

Potter, Miriam Clark [Mrs. Zenas Potter]

The pinafore pocket story book; il. by Sophia T. Balcom. 360 p. front. il. pls. D [c. '22] N. Y., Dutton \$2.50

The best of the short tales, verses and drawings which formerly appeared in The New York Evening Post.

Preston, Howard H.

History of banking in Iowa. 13+458 p. (25 p. bibl.) O (Iowa economic history ser.) c. Iowa City, Ia., State Historical Soc. \$2

Pringle, Mrs. Elizabeth Watris Allston [Patience Pennington, pseud.]

A woman rice planter; with an introd. by Owen Wister; il. by Alice R. H. Smith. 13+450 p. front. il. pls. D '22 c. '04, '05, '06, '07, '13 N. Y., Macmillan \$2

Prudden, Russell F.

The bank credit investigator. 6+192 p. il. fold. pl. charts. tabs. (pt. fold.) S c. N. Y., Bankers Pub. Co. \$1.50

Practical information and advice as to the steps to be taken in a credit investigation and analysis of a credit risk; for the young man beginner.

Putnam, Nina Wilcox

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Studies in literature; 2nd ser. 7+306 p. O c. N. Y., Putnam \$2.50

A continuation of comments on and analysis of literature, including chapters on Byron, Shelley, The Victorian Age, Antony and Cleopatra, etc.

Reisner, Christian Fichthorne

Roosevelt's religion. 385 p. (2 p. bibl.) front. (por.) il. facsms. pls. (pt. pors.) D [c. '22] N. Y., Abingdon Press \$2.50

Rinehart, Mary Roberts [Mrs. Stanley Marshall Rinehart]

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Robertson, James Alexander

Concerning the soul [mystery, instincts, power of the soul]. 256 p. O ['21] Bost., Pilgrim Press \$2.25

The hidden romance of the New Testament the relationship of Jesus to His family and [His disciples]. 261 p. O ['21] Bost., Pilgrim Press \$2.25

Ross, D. M.

The Christ of faith and the Jesus of history. 245 p. O ['22] Bost., Pilgrim Press \$2.25

Roussy, Gustave, and Bertrand, Ivan

Lessons in pathological histology; tr. from the 2nd French ed. by Joseph McFarland, M.D. 278 p. pls. D ['22] Phil., Lea & Febiger \$3.25

Rowe, Gilbert T., and Haley, Curtis B.

The doctrines and discipline of the Methodist Episcopal Church, South, 1922. 511 p. S c. Nashville, Tenn., Lamar & Barton 50 c.

Rowland, Henry C.

Duds. 332 p. D (Copyright fiction) ['22] N. Y., Burt 75 c.

Royden, Agnes Maude

Women at the world's crossroads. 139 p. front. (por.) D c. N. Y., Womans Press \$1.25

A record of addresses made to the women of America when Miss Royden was chief speaker at the National Convention of the Young Women's Christian Association; author was an able advocate of the non-militant suffrage movement in England.

Ruck, Bertha [Mrs. Oliver Onions]

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The Holy City; a tragedy and allegory in three acts. 91 p. D '22 N. Y., Longmans, Green bds. \$1.75

Sanford, Frederick Warren, and Scott, Harry Fletcher

A junior Latin reader. 16+416 p. front. il. map D (Lake classical ser.) [c. '19-'22] Chic., Scott, Foresman & Co. \$1.40

Sarett, Lew R.

The box of God [verse] 10+89 p. D c. N. Y., Holt \$1.75

Scott, Charles A. Anderson

The fellowship of the spirit [study of the inner life of the early church]. 231 p. O (Humanism of Bible ser.) ['21] Bost., Pilgrim Press \$2.25

Scott, John Reed

Cab of the Sleeping Horse. 361 p. il. D (Copyright fiction) ['22] N. Y., Burt 75 c.

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Shorten the line. 107 p. D c. Nashville, Tenn., Pub. House M. E. Church, South, Lamar & Barton, Agts. \$1

Plea that preachers and other religious teachers should cease to waste their energies in defending points of indifferent value, and concentrate upon the vital facts and truths of the Christian religion.

Sampson, Edward

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Suchy, Augustine

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Shedd, George C.

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Sheppard, H. Cecil

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Autobiography of a great American artist, the painter of murals in the Congressional Library, whose mind travels back to adventures with Emerson, Thoreau, Whistler, Rosa Bonheur, Abbott Thayer, Paul Verlaine and other famous people of Europe and America.

Skinner, Ada Maria, and Skinner, Eleanor Louise, comps.

A little child's book of stories; with pictures by Jessie Willcox Smith. 258 p. front. (col.) il. pls. (col.) O c. N. Y., Duffield \$3.50

A collection of stories for little children from four to eight years old, compiled from the work of the best modern story tellers.

Slatin Pasha, Col. Sir R.

Fire and sword in the Sudan; a personal narrative of fighting and serving the Dervishes 1879-1895; tr. by Lieut. Sir F. R. Wingate; new ed. 18+416 p. front. (por.) il. pls. D '22 N. Y., Longmans, Green \$2

Slaughter, Gertrude Elizabeth Taylor [Mrs. Moses Stephen Slaughter]

Shakespeare and the heart of a child; il. by Eric Pape. 12+262 p. front. (col.) il. pls. D c. N. Y., Macmillan \$2

A story for boys and girls about small Barbara and her merry younger sister who read Shakespeare by the sea "down in Maine," and visited the scenes of Shakespeare's life and plays in Europe and in her home in a Middle Western city acted out the plays with her schoolmates.

Smith, Erroll A.

Checker classics; the expert's handbook of American match games with analyses, notes and diagrams. 165 p. diagrs. D [c. '22] Cin., O., Steyart Kidd \$2

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What a child ought to know about the Bible; with foreword by Dr. J. Paterson Smyth. 112 p. D c. N. Y., James Pott & Co. \$1

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Sheila's missionary adventures [story of a child's visit to India]. 180 p. il. O [22] Bost., Pilgrim Press \$1.75

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Perfect behavior; a parody outline of etiquette; a guide for ladies and gentlemen in all social crises; with pictures by Ralph Barton. 13+227 p. il. pls. D [c. '22] N. Y., Doran \$2

Ambles in absurdity from the simple etiquette of the introduction to the more difficult technique of engagements and weddings, travel, sports, balls and parlor games.

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A boys' life of Dr. Grenfell, the great Labrador missionary and benefactor, and his thrilling adventures in the frozen North, written by a Labrador explorer.

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History from the standpoint of the world of today; includes The Influence of English and French Political Theories; The Nation—State; Communism; Imperialism; Internationalism; The Decline of Politics, etc.

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A story for boys from eight to twelve years of age.

Wassermann, Jacob

The goose man; authorized tr. by Allen W. Porterfield. 470 p. D [c. '22] N. Y., Harcourt, Brace \$2.50

A novel which deals with the problem of genius and its place in a world of ordinary men and answers the question whether a man of genius can ignore and despise the common rules of humanity without self-destruction.

Weale, Putnam, pseud. [Bertram Lenox, Simpson]

An indiscreet chronicle from the Pacific. 310 p. col. maps O c. N. Y., Dodd, Mead \$3

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How numerals are read; an experimental study of the reading of isolated numerals and numerals in arithmetic problems. 13+100 p. tabs., figs. O (Supplementary educ'l. monographs; no. 18, June, 1922.) Chic., Univ. of Chic. pap. apply

U. S. Dept. of Commerce; Bur. of Foreign and Domestic Commerce

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Deals with steps taken to bring about the demise of the Anglo-Japanese Alliance Treaty. Author has lived in China since childhood and for more than twenty years has held official positions of high importance in the Chinese government.

Weyman, Stanley John

Ovington's bank. 481 p. D c. N. Y., Longmans, Green \$1.90

Ovington, banker and company promotor, joins battle with the local squire, a narrow champion of the old order, but amid scenes of adventure and impending ruin, love entangles the banker's son and the squire's daughter, and the two houses become reconciled.

Whitehill, Dorothy

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Another story for children about the twins Janet and Phyllis, and Tommy, Jr.

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Another humorous ducky story, continuing the adventures of the inimitable Wildcat and Lily, his goat mascot.

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A bibliography of the writings of W. H. Hudson. 79 p. il. pls. O '22 N. Y., R. R. Bowker Co. \$3.50

Full collations, with notes, of all W. H. Hudson's first editions (books, pamphlets, leaflets, etc.) together with details of contributions to periodicals, prefaces to books, eight facsimiles of title-pages and a biographical note.

Wood, William Hamilton

The religion of science 10+176 p. (1½ p. bibl.) D c. N. Y., Macmillan \$1.50

A statement in full form of the new "ism" together with a critical examination of what truth for religion and theology may be contained in the theory and teachings of evolution.

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A mystery and adventure romance of a beautiful young heiress who is kidnapped on Fifth Avenue in broad daylight and who fights for her life against compassionless men and cruel women.

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United Kingdom; Birmingham. 14 p. tabs. O (Trade and economic review; 1921; no. 15; supplement to commerce reports.) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Warfield, Solomon Davies

Analysis of the U. S. Supreme Court's decision, Wisconsin rate case; national character of transportation obligations imposed. 24 p. O '22 Balt., Nat'l. Assn. of Owners of Railroad Securities pap. apply

Wisconsin State Historical Society

Proceedings of the society at its 60th annual meeting held Oct. 21, 1921. 58 p. O '21 Madison, Wis., [Author] pap. apply

Wood, Will R.

United States steel; speech of [author] of Indiana in the House of Representatives, Friday, June 23, 1922. 16 p. tab. D N. Y., U. S. Steel Corp. pap. apply

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 History of the United States of America in the Slovak language. Hill, J. \$1.50 *History Pub. Co.*
 Holy City, The. St. Cyres, D. \$1.75 *Longmans*
 Ice-boating. Stone, H. L. \$1 *Macmillan*
 If America fail! Batten, S. Z. \$1.60 *Judson Press*
 Impromptu magic with patter. DeLawrence, G. 75c. *Denison & Co.*
 Indiscreet chronicle from the Pacific, An. Weale, P. \$3 *Dodd*
 Influence of Milton on English Poetry. Havens, R. D. \$7.50 *Harvard Univ. Press*
 Injury, recovery and death in relation to conductivity and permeability. Osterhout, W. J. V. \$2.50 *Lippincott*
 Iron furrow, The. Shedd, G. C. 75c. *Burt*
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 It pays to smile. Putman, N. W. 75c. *Burt*
 John Esten Cooke, Virginian, Beaty, J. O. \$2.50 *Columbia Univ. Press*
 Johnny Mouse and the wishing stick. Gruelle, J. B. \$1.25 *Bobbs*
 Junior Latin reader, A. Sanford, F. W. and Scott, H. F. \$1.40 *Scott, Foresman & Co.*
 Key of dreams, The. Beck, L. A. \$2 *Dodd*
 Land of Punch and Judy, The. Stewart, M. \$1.25 *Revell*
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 Law of the American Constitution, The. Burdick, C. K. \$6 *Putman*
 Lessons in pathological histology. Roussy, G. and Bertrand, I. \$3.25 *Lea & Febiger*
 Life of Roger Brooke Taney. Steiner, B. C. \$6 *Williams & Wilkins*
 Lilian, Bennett, A. \$2 *Doran*
 Lily. Wiley, H. \$2 *Knopf*
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 Little journey among Anconas, A. \$1 *H. C. Sheppard*
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 Maturity of James Whitcomb Riley, The. Dockey, M. \$4 *Bobbs*
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 Pocket lessons for 1923. Crannell, P. W. 35c. *Judson Press*
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- Selected poems. Hardy, T. \$12
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- Shepherd of the sea, The. Leverage, H. 75c.
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- Shorten the line. Shaw, Rev. A. M. \$1
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- Social philosophy of instinct, The. Josey, C. \$2
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- Soul of Dorset, The. Darton, F. J. H. \$5
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- Speaking of the Turks. Mufty-Zade, K. Z. B. \$1.75
Duffield
- Star; the story of an Indian pony. Hooker, F. C. \$1.75
Doubleday
- Story of Grenfell of the Laborador, The. Wallace, D. \$1.60
Revell
- Story of the Bible, The. Stock, E. \$1.25
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- Studies in literature. Quiller-Couch, Sir A. \$2.50
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- Swallowed up. Woodrow, Mrs. W. \$1.75
Brentano
- Swiss twins, The. Perkins, L. F. \$1.75.
Houghton
- Syphilis. Thom, B. P., M.D. \$5.50
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- Thieves wit. Footner, H. 75c.
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- Thyroid and thymus. Crotti, A., M.D. \$15
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- Tom Slade's double dare. Fitzhugh, P. K. 50c.
Grosset
- Tom Swift and his electric locomotive. Appleton, V. 50c.
Grosset
- Trend of history, The. Wallace, W. K. \$3.50
Macmillan
- Twins and Tommy junior, The. Whitehill, D. 65c.
Barse & Hopkins
- Valiant dust. Gerould, K. F. \$2
Scribner
- Waggon and the star, The. Leitch, M. S. \$1.50
Brimmer Co.
- What a child ought to know about the Bible. Stevenson, Rev. H. R. \$1
Pott
- White heart of Mojave, The. Perkins, E. B. 3
Boni
- Who's who in the universe. Gettys, J. R. \$1
Abingdon Press
- Woman rice planter, A. Pringle, Mrs. E. W. A. \$2
Macmillan
- Women at the world's crossroads. Royden, A. M. \$1.25
Womans Press
- Woodrow Wilson and world settlement. 2 v. Baker, R. S. \$10
Doubleday
- Young, Alaskans on the Missouri, The. Hough E. \$1.75
Harper
- Youth challenges. Kelland, C. B. 75c.
Burt

Rare Books, Autographs and Prints

JOSEPH PENNELL'S article on Charles Marquand Burns, an artist and one of Mr. Pennell's early teachers, originally contributed to *Building*, has been reprinted in separate form.

Charles F. Heartman held his first book sale in Metuchen, N. J., this week. It consisted of early almanacs, rare broadsides, newspapers and periodicals and a few legal items.

W. A. Gough, 41 East Sixtieth Street, has issued a finely printed catalog of old and rare curious books printed prior to the year 1800 in England and on the Continent. It contains 117 items most of which have interesting notes.

The current catalog of Goodspeed's Book Shop of Boston is of unusual interest. It contains about a thousand items consisting of annuals, Confederate school books, private club books, Cruikshankiana, periodicals of the Revolutionary War, publications of the Riverside

Press, extra-illustrated books, association books, and English and American first editions.

An interesting collection of prints, old and new on exhibition at the Kraushaar Gallery French etchers are represented by Daumier, Forain, Legros, Fantin-Latour and Toulouse-Lautrec; the Americans by Whistler, John Sloan, Mahouri Young and Jerome Myers. There is a single Dutchman, Marius Bauer. The exhibition contains about two hundred prints including both lithographs and etchings.

The only book sale at the Anderson Galleries last week was that of the library of William H. Richter of this city consisting of modern first editions on November 6, 292 lots bringing \$4,245.20. Interest centered in the first editions of Dickens, all of which brought good prices, the three volumes of "Great Expectations," in the original plum-colored cloth with canary colored end papers, leading at \$330.

The Bibliographical Society of London presents an interesting list of papers promised by members during the coming season. Among the subjects to be treated are: "Notes on Shakespeare's Printers and Publishers," by H. Farr; "William Strahan and His Ledger," by R. A. Austen-Leigh; "Spelling as a Literary and Bibliographical Clue to Elizabethan Books," by Miss St. C. Byrne and Alfred W. Pollard; "The Editor of the Works of Sir Thomas More," by A. W. Reed; and "The Fifth (1638) Edition of Burton's Anatomy," by E. Gordon Duff.

Capt. R. B. Haselden of London, a Cambridge graduate who served his country during the world war, well known to the rare book trade and collectors of England, is coming to this country in December and will be connected with Gabriel Wells's book shop. English and American friends speak of his fine scholarship, his knowledge of rare books and his fine personality. England has contributed many distinguished names to the American book-trade and will doubtless continue to do so in the years to come.

Charles F. Heartman has printed the "Description of the Dismal Swamp and a Proposal to Drain the Swamp" by William Byrd of Westover, edited by Earl Gregg Swem, librarian College of William and Mary. The idea to drain the Dismal Swamp appears to have been abandoned by Byrd but revived in 1763, nineteen years after his death. Washington's "Diary" of 1763 contains nine pages of pencil notes written during this period of re-awakened interest and some of his letters at this time show that he was interested in the Dismal Swamp Company which was formed to carry thru the engineering enterprise. This volume is No. 38 in the Heartman Historical Series and is limited to 61 copies.

The renewal of interest in wood engraving is shown by the present exhibition at the Art Center of prints and books illustrating the history and development of wood engraving, held under the auspices of the American Institute of Graphic Arts. The exhibition is remarkable for the range of the exhibit and the richness of illustration of the various periods. The first period begins with Dürer and Holbein; the second includes Bewick; the third the English mid-Victorian group; the fourth the notable American group of the last half century; and the fifth the French, English and Americans of today who are doing much to revive an interest in the art. The exhibition is well worth deliberate study.

Auction Calendar

Wednesday, November 22nd, at 8:15 in the evening. The private library of Dr. Dudley Tenney of New York City, comprising a notable collection of Dickensiana, first editions, etc. (Items 308.) The American Art Association, 30 East 57th Street, New York City.

Monday afternoon and evening, Tuesday, Wednesday afternoons, November 27th, 28th, 29th at 2:30 and 8:15. A great collection of original source material relating to the early west and the far west. (Items 1157.) The Anderson Galleries, 489 Park Avenue, New York City.

Tuesday afternoon and evening and Wednesday afternoon, November 28th and 29th, at 2:30 in the afternoon and 8:15 in the evening. The private libraries of the late Hugh L. Bond of Baltimore, Md., the late C. I. Hudson of Syosset, L. I., and other collections, comprising English, American and French literature, first editions, etc. (Items 746.) The American Art Association, 30 East 57th Street, New York City.

Catalogs Received

Bibliotheca Americana. (No. 429; Items 1687.) Maggs Brothers, 34 Conduit Street, New Bond Street, London, England.

Choice books, many first editions, private press items, association copies and a large number relating to Walt Whitman. (No. 1; Items 300.) Alexander Greene, 816 Cass Street, Chicago, Ill.

Collection de livres anciens, rares et curieux, estampes, portraits, autographes. (No. 392; Items 882.) Rudolf Geering, Bäumleingasse 10, Bâle, Switzerland.

Historical works, English and foreign, legal books. (No. 415; Items 1002.) Bowes & Bowes, 1 Trinity Street, Cambridge, England.

Important works on astronomy, mathematics, engineering, physics and chemistry. (No. 97; Items 1361.) Dulau & Co., Ltd., 34 Margaret Street, Oxford Circus, London, W. 1, England.

Interesting books, including adventure, travel, drama, etc. (No. 21; Items 1118.) G. A. Baker & Co., Inc., 144 East 59th Street, New York City.

Nouvelles acquisitions de livres anciens et modernes en vente aux PRIX MARQUÉS. (No. 11; Items 275.) Menno Hertzberger, 364 Singel, Amsterdam, Holland.

Occult books. (Items 250.) John M. Pryse, 26 Charles Street, New York City.

Unusual and interesting collection of miscellaneous and out of print books. (No. 15, New Series; Items 602.) Albert Britnell, 815 Yonge Street, Toronto, Canada.

Useful books for general reading, including poetry, drama, essays, etc. (No. 96; Items 1367.) Walter M. Hill, 22 East Washington Street, Chicago, Ill.

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

William Abbott, Tarrytown, N. Y.

Three Years in Texas, J. E. Field, 1836.
Amer. Journal of Science, 3d ser., Vol. 44, No. 264, Dec., 1892 (or Nos. 259, 264, bound).

U. S. Geol. Survey Bull. 136 and folio 170, Chambersburg Dist.

Adairs Bookstore, 1715 Champa, Denver, Colo.
Book on architecture.

Adelbert College Library, Cleveland, Ohio
Journals of each Provincial Congress of Mass., 1774, 1775, etc.

Ladd, In Korea with Marquis Ito.
Martin, Awakening of China.
Notes and Queries, 9th series, volume 6 (1900) to date, bound.

Roberts, Historic Towns of the Connecticut River Valley, 2nd ed.

Soothill, Three Religions of China.
Steiner, A History of the Plantations of Mununkatuck, 1897.

Stephenson, A History of Roman Law.
Taine, Ancient Régime, translated by John Durand.

Alcove Book Shop, 936 Broadway, San Diego, Calif.
Scammon, Marine Mammals.

Aldus Book Co., 36 E. 59th St., New York
Cather, April Twilight, Alexander's Bridge (1st ed.) and Troll Garden (1st ed.).

Poole, His Family, 1st ed.
Mencken, Heliogabalus, 1st ed.
Conrad, Nigger of Narcissus (1896), Chance (Amer., 1913).

Galsworthy, all 1st ed.
Masefield, Story of a Round House.
Twain, Mysterious Stranger, 1st ed.

Conrad, Nigger of the Narcissus, Doubleday, Page, 1914.

Conrad, A Personal Record, London, 1919, Inheritors, N. Y., 1901, Point of Honor, N. Y., 1908, Typhoon, N. Y., 1902, Children of the Sea, N. Y., 1897.

Education of Henry Adams, Boston, 1918.
Alice in Wonderland, N. Y., 1866.
Beerbohm, Christmas Garland, 1st Eng. ed.

American Baptist Publication Society, 125 North Wabash Ave., Chicago, Ill.

Spirit of the Mountain, Emma B. Miles.

The American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Life of Henry Drummond, Smith.
Bible of Nature, Arthur Thomson.
Baptist World Alliance, London, 1905, Reports and Addresses.

Twenty Years of Hustling, Johnson.
The Early Church, Its History and Literature, Orr.
The Progress of Dogma, Orr.
Jameson, Faucett & Brown's Commentary.
Neander's History of the Christian Religion, 6 vols.
Alzog's Universal Church History, complete set.
Schaff's Creeds of Christendom, complete set.
Schaff's Church History, complete set.
Kurtz's Church History, complete set.

The American Baptist Publication Society, 514 N. Grand Ave., St. Louis, Mo.

Three Weeks in Europe, J. U. Higginbotham.

D. Appleton & Co., 29-35 W. 32d St., New York
Gibbs, George, Flaming Swords.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.
Henry Gardiner, Analysis of Paints and Painting Materials.

Scott, Scott's Last Expedition, 2 vols. (Dodd Mead).
Harland, Gray Roses.

Allen, Golden Road (Wessels).
McPherson, Century of Intellectual Development (Blackwood).

Drake, New England Legends and Folk Lore (Little, Brown).

Lyon, Colonial Furniture in New England (Houghton Mifflin).

L. S. Ayres & Co., Inc., Indianapolis, Ind.
Set Encyclopaedia Britannica, large type ed., 11th ed., cloth.

Madeline, Harper.
Buckle's History of Civilization, 4 vol. set, cheap ed.

Harvard Classics, cloth. Must be cheap.
Book of Knowledge, cloth ed. Must be cheap.
Sacred and Legendary Art, Mrs. Jameson.

The Baker & Taylor Co., 354 Fourth Ave., New York
Modern English Writers, Williams-Knopf.

Wm. Ballantyne & Sons, 1409 F St., N. W., Washington, D. C.

American Stud Book, Vols. 8, 9 and 10.

J. E. Banks, Ambridge, Pa.
Iron in All Ages, Swank.

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- H. C. Barnhart, 35 W. Market St., York, Pa.**
 The Modern Conjuror and Drawing Room Entertain-
 er. C. Lang Neil, only 1st ed.
 La Prestidigitation Sans Appareils, Camille Gaul-
 tier.
 Old Kent, Knut Hanson.
 The vol. of Book of Knowledge covering Famous
 Books.
 Communion of Saints.
- N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.**
 Jowett's Plato, 4 or 5 vol. ed.
 Hugo's Man Who Laughs, 2 vols., Little & Brown's
 Library ed., 1892. Binding copy will do.
- Batterton's Book Store, 939 6th St., San Diego, Cal.**
 Report on Northern District of California of Lower
 California, E. Bartlett Webster, 1913.
 Watson's Annals of Philadelphia, Vol. 3.
- Beacon Book Shop, 26 W. 47th St., New York**
 DeTocqueville, Democracy in America.
 Seiss, A Miracle in Stone.
 Beecher, Henry Ward, book containing address en-
 titled, "Victory Out of Defeat."
 Lafever, Beauties of Modern Architecture (1855).
- C. P. Bersinger Cable Code Book Co., 15 Whitehall
 St., New York City**
 Universal Lumber, A B C 5th Improved.
 Meyer's Cotton 30th, Samper's Code.
 Western Union, Lieber's, 5-letter Codes.
 Any American-Foreign Language Code.
- Bibliophile, 1350 College Ave., New York**
 Ariosto, Orlando Furioso, 5 vols., 1785 ed.
 Bocaccio, La Fiammetta.
 Disraeli, Narrative Poems.
 Jacobus, Ethnology of Sixth Sense.
- Arthur F. Bird, 22 Bedford St., Strand, London,
 W. C. 2, England**
 Dard Hunter's 2 Books on Etching.
 Bucke, Cosmic Consciousness.
 Archko Volume.
 Works by George Ade.
 Modern Art, August or September, 1895.
- The Bobbs-Merrill Co., 185 Madison Ave., New York**
 The Under Groove, The Hand of Peril, Arthur
 Stringer.
 The Shadow, Arthur Stringer.
 Phantom Wires, Stringer.
- The Book Shelf, 112 Garfield Pl., Cincinnati, O.**
 A sample Case of Humor.
 Ecce Venite, A. T. Gordon.
 From Immigrant to Inventor.
 John Plowman's Pictures.
 Lane and Lovely, Frank Crane.
 Conversations with Eckerman.
 Crucifixion by an Eye-Witness.
 His Own Country.
 Das Weib.
 Up One Flight of Stairs, part of The Book House.
- The Book Shop, 219 N. 2nd St., Harrisburg, Pa.**
 Songs of the Apple, Floyd.
 The Single Handed Gardener.
 How to Think.
- Charles L. Bowman & Co., 118-120 E. 25th St.,
 New York**
 Compact Sugar Code.
 The American Lumberman's Curiosity Shop.
- Brentano's, Fifth Ave. and 27th St., New York City**
 Ingpen, Boswell's Johnson, Walton & Sturgis, 1909.
 Guinness, Andrea del Sarto.
 Williamson, Peruginio.
 Bell, Rembrandt.
 Daniel Webster's Vindication of the Treaties of
 Washington, 1842.
 Jonathan Elliot's American Diplomatic Code, 1778
 to 1834.
 Woolsey's Introduction to the Study of Interna-
 tional Law, 1870.
- Brentano's—Continued**
 Madeira's Hunting in British East Africa.
 Bancroft Davis' Notes Upon the Treaties of the
 United States, 1873.
 Evelina, 1st ed.
 Nimrod's Poems.
 Haynes' Poems.
 Summer in Touraine.
 Brentano's ed., Memoirs St. Simon, Vol. II.
 Moreley's Life of Gladstone.
 The New Book of the Dog.
 Hospital Housekeeping, Aikens.
 American Year Book, Wickware.
 The Proceedings of the Grand Lodge of the State of
 Texas From Its Organization, January 19, 1857,
 Archibald S. Ruthven.
 Domestical Trout, How to Breed and Grow Them,
 6th ed.
 Somewhere in Red Gap, H. Leon Wilson.
 Spanish Highways and Byways, Katherine Lee
 Bates.
 Historical and Literary Memories of the City of
 London, John Henry Jesse.
 The Shoreless Sea, Sybil Campbell Lethbride.
 Love and My Lady, Sybil Campbell Lethbride.
 History of Mongols, Jeremiah Curtis.
 Biographical History of Philosophy, Geo. H. Lewis.
 Fays Concordance to Dante.
 Phenomena of the Four Seasons, Hopkins.
 Treatise on the Globes, DeMorgan.
 Fresh Water Aquarium, Eggelung & Ehrenberg.
 Wanderer in the Spirit Lands, 1896, Farnese.
 Two Years in the French West Indies, Lafcadio
 Hearn.
 Fisher on the Three Pronunciations of Latin.
 A Russian Gentleman, Aksakoff.
 Years of Childhood, Aksakoff.
 A Russian Schoolboy, Aksakoff.
 The Story of France, Theo. E. Watson.
 Versailles, James E. Farmer.
 Victor M. Rose's History of Victoria County, Texas.
 Sequel to Texas and Texans.
 Lost Language of Symbolism, Harold Bailey.
 Hardy Plants for Cottage Gardens, Helen R. Albee.
 The Storm Signal, Mertens.
 Nobody's Daughter, C. A. Trask.
 Marse Chan, Thomas Nelson Page.
 Meh Lady.
 La Chartreuse de Parme (Stendhal), English trans.,
 Henri Begle.
 The Brother of the Third Degree, Garver.
 El Ombu.
 Grimm Tales Made Gay, Carryl.
 Mother Goose for Grown Ups, Carryl.
 Garden of Years, Carryl.
 Principles, Origin and Establishment of the Cath-
 olic School System in the U. S., Burns.
 Anatomy of Negation, Edgar Saltus.
 Wordsworth, Shelley and Keats, David Masson.
 Wordsworth and His Circle, Rannies.
 Master Mind, Dana.
 The New Evangel, John Hamlin Dewey.
 Thirty Years in the Senate, Randall.
 Life and Adventure of Buffalo Bill, W. F. Cody-
 C. C. Thompson.
 Campaigns of General Nathan Bedford Forrest, Jordan.
 Celebrated American Caverns, Hovey.
 American Jew as Patriots, Soldiers and Citizens,
 Simon Wolf.
 The Romance of the French Revolution, George
 Lenotre.
 Persuasive Peggy, Thompson.
 Synnove Solbakken, Bjornson.
 The Downfall, Zola.
 Quaint Epitaphs, S. D. Safford.
 One Hundred Beetles of New England and Their
 Kin.
 One Hundred Butterflies and Dusk Flyers of New
 York.
 Mosquitoes, Gnats, Etc., Bradlee Whidden.
 Bridge Mummy.
 Time O'Day, D. E. Jones.
 On Parody, Martin.
 Jesus the Christ in the Light of Psychology, 2 vols.,
 Hall.
 Revolution of Civilization, F. Petrie.
 Organization of Commerce, Smith.
 Indian Summer, Howell.
 Modern Paintings, Moore, George.

BOOKS WANTED—Continued

Brentano's—Continued

People I Have Smiled With, Wilder.
The Foundation Library, Volume 4.
Johnsoniana.
Diary of a Lost One.
Cecil Dreeme, Winthrop.
John Brent, Winthrop.
My Study Fire, 1st series, Mabie.
Study in Frankness, Whibley.
A Book of Scoundrels, Whibley.
Madame Sevigne Letters, English translation.
Guide to Palestine and Egypt, Macmillan Co., 1901.
Furniture in England, 1660-1760, Batsford, Lenygon.
Decoration in England From 1660-1760, Batsford, Lenygon.
Branchiana, Cabell, J. B.
Century Dictionary, genuine India paper, 6th or 11th vols.
Diary of a Pilgrimage, J. K. Jerome.
Aesops Fables for Little Teachers.
Dark Ages, Ker.
Suitors of Yvonne, Sabatini.
The History of the Welles Family in the United States.
Immigration of the Irish Quakers to Pa., 1682-1750, Alfred Cook Myers.
Cardinal Newman, R. H. Hutton.
John Henry Cardinal Newman, A. R. Waller and G. H. S. Burrow.
Speculation as a Fine Art, Dickson G. Watts.
Cosmic Consciousness, Dr. R. M. Bucke.
Ionica, Wm. Corey.
The Chemistry of Enzyme Actions, Falk.
Slide Rule Applied to Commercial Calculation, R. B. Schriffler.
Other Days, Wm. Winter.
The life of Charlotte Corday.
Alfred Lyttleton's Life.
Aphasia or Loss of Speech in Cerebral Diseases, London, 1868, rev. ed. 1890, Bateman.
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Fowler Brothers, 747 South Broadway, Los Angeles, Cal.

Insanity of Genius, Nesbit.

Face to Face, Lefevre.

New Physiognomy or Signs of Character, Wells.

Quaternary Ice Age, Wright.

Thousand Years of the Tartars, Parker.

History of Ancient Geography, Bunbury.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.

Sims, J. M., M.D., Story of Life, N. Y., 1884.

Dr. Rush's Works, vol. 1 or sets, any ed.

Rafinesque, Medical Flora, Vol. 2, 1830.

Philip Howard Furman, 363 West 51st St., New York

Balzac, Cousin Pons, Roberts edd.

Herman Melville Works, any.

Gammel's Book Store, Austin, Texas

Catalogues of all book auction sales.

Fisher's History of Christian Church, Scribner, five copies.

Mammals, Living and Extinct, Lydekker & Flower.

Osteology of the Mammalia, W. H. Flower.

Streets Legal Liability, five sets.

Gardenside Bookshop, 280 Dartmouth St., Boston, Mass.

Dunn, Rugs in the Native Land.

Drama Quarterly Magazine.

Prospectus Writing.

My Adventures with Your Money.

Lastri, Marco, Ricerche sull' antica e moderna popolazione di Firenze, 1775.

Lea, History of the Sacredotal Celibacy.

Gibbon, History of Christianity.

Gardenside Bookshop—Continued

Emerson, Trees and Shrubs, 2 vols.

McGuffeys Reader and Speller, from 1-5.

Brantome, The Ladies.

McIlvaine's One Thousand American Fungi.

Mycologia Magazine, any vol.

Roe, Young Lord Stranleigh.

Roe, The Mutable Man.

The History of the Clan Munro.

Abbott, Rollo Stories.

Van Zeden's Happy Humanity.

Greene, Bridge Trusses.

Belden the White Chief.

Shnfeldt's Studies of the Human Form.

McKee, New Rapid Shorthand.

Watson, The Story of France, 2 vols.

Farmer, Versailles.

Arnold, I. N., Life of Arnold.

Burgoyne's Report, State Expedition from Canada.

London.

Butler, Hampton and His Cavalry.

Fonblanque, Life of Burgoyne.

Green, G. W., Life of Nathaniel Greene.

Gordon, American Revolution, 1788 ed.

Howe, Gen., Howe's Narrative.

Reed, W. B., Life of Joseph Reed.

Stryker, Battles of Trenton and Princeton.

Stedman, American War, 1794.

Scott, Wm. R., Scientific Circulation of Manage-

ment for Newspaper, 1915.

Bennett, Arnold, The Card.

Bennett, Arnold, The Price of Love.

Bennett, Arnold, Over There.

Bennett, Arnold, Liberty.

Bennett, Arnold, The Regent.

Bennett, Arnold, The Great Adventure.

Bennett, Arnold, The Sins of War.

Bennett, Arnold, The Statue.

Bennett, Arnold, The Title.

Bennett, Arnold, Cupid and Commonsense.

Wells, H. G., The Sea Lady.

Wells, H. G., The Sleeper Awakes.

Wells, H. G., The First Men in the Moon.

Bunbury, Series of Prints and Illustrations.

Boydell, Collection Prints, 100 plates.

Beardslev, A., Under the Hill, 1st ed.

Black, Formations of Poisons by Micro-organisms.

Black, Periosteum and Peridantal Membrane.

Beardsley's Morte d' Arthur.

Benson, Fr., By Who's Authority.

Butler, G. F., Love and Its Affinities, 1890.

Births, Deaths, Marriages, Baptisms of Mansfield,

Conn.

Clark, Illus. Edition of Shakespeare.

Chube, Genealogies, 1894.

Caesar's Column.

Clements, Surgeon B. A., Memoir of Jonathan Let-

terman, M. D.

Darley, The American Illustrator.

Dowden, Shakespeare Scenes, 1876.

Daniel, F. E., The Strange Case of Dr. Bruno, 1906.

Englishmen in Paris.

Edwards, Major J. N., Noted Guerrillas.

English, Thos. D., 1819-1902.

English, Thos. D., Walter Wolf, 1842.

English, Thos. D., 1844 or The Power of S. F., 1847.

English, Thos. D., Ambrose Fecit, 1869.

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London, Jack.

France, A.

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Racine, Jean.

Sainte, Beuve.

Sainte Simon.

Wells, H. G.

Howard, Spirit of Plays of Shakespeare, 5 vols.,

1833.

Harding, Shakespeare Illustrated.

Howard, Story of a Young Man.

History of Tolland Co., Conn.

Johnson, O., The Varmint.

Jones, H. P., A Dictionary of Foreign Words,

Phrases, 1902.

Lucas, E. V., Essays, Selected Writings, Anthol-

ogies.

Lucas, E. V., Entertainment.

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 Mitchell, W. C., Business Cycles.
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 Mayo, Wm. Starbuck, Flood and Field, or Tales of Battle on Sea and Land, 1844.
 Nixon, O. W., Memories of a Forty-Niner, 1903.
 Old Blue Back Spelling Book.
 Paine, Ralph D., The Ships and Sailors of Salem, 1908.
 Retzsch, Gallerie Zu Shakespeare Dram., 8 vols.
 Salaman, Shakespeare in Pictorial Art, 1916.
 Stothard, Illustrations of Shakespeare, 1826.
 Savidge, E. C., Wallingford, 1882.
 Thurston, Illustrations of Shakespeare, 1830.
 The Negro a Beast or (in Image of God).
 Todd, J., Long Lake.
 Todd, H. C., Impressions of Europe.
 Taylor, Roger Ludlow, Colonial Lawmaker.
 Tilton, Theodore, Tempest Tossed.
 Tupper, E. C., The Slave.
 The Halls of New England.
 History of Mansfield, Conn.
 Von Kaulbach, Shakespeare Galleris, 1857.
 Verworm, General Physiology.
 Vienna Government, Oriental Rugs, 1892.
 The Gentlemen's Library, ed. G. L. Gounne, 30 vols.
 The Crust of Society, Wm. Seymour.
 Walpole, Horace, Jeremy, 1st ed.
 Wilhelm, D., Theodore Roosevelt as an Undergraduate.
 Waterloo, S., A Tale of Times of Cave Men, 1904-5.
 Walker, H. B. F., A Doctor's Diary in Damaraland, 1917.
 Winslow, W. H., Cruising and Blockading.
 Weir, Jas. Jr., The Dawn of Reason, 1898.
 Wood, Wm. M., Wandering Sketches in South America, 1849.
 Wood, Wm. M., A Shoulder to the Wheel of Progress.
 Nixon, O. W., The Mountain Meadows.
 Butler, C. F., Sonnets of the Heart, 1909.
 Butler, C. F., Songs of the Heart, 1910.
Miss Gardes' Book Shop, 502 Park Ave., New York
 War numbers of the Illustration.
Ernest R. Gee & Co., Inc., 442 Madison Ave., New York City
 Thackeray, Miscellaneous Essays, green cloth, Lib. ed.
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 A Shop Girl, Williamson.
 Kidnapped Millionaire, Adams.
 American Art Annuals, Vols. 2 and 4.
 Sale's Manors of Virginia.
 Lancaster's Historic Virginia Homes and Churches.
E. R. Gilgour, 118 W. St. Clair St., Indianapolis, Ind.
 Auguste Eduart, A Treatise on Silhouette Likenesses.
 William H. Brown, Portrait Gallery.
J. K. Gill Co., 3rd & Alder St., Portland, Ore.
 Archko Volume, 2 copies.
 Handbook of Art Smithing, F. S. Meyer.
 The Art Locksmith, F. Moser.
 Tight Wads.
 The Matchless Altar of the Soul.
 The Circuit Rider's Widow.
 Knights of the Cross, Siemkiewicz.
Gimbel Brothers, Market, Chestnut, 8th, 9th Sts., Philadelphia, Pa.
 Mulford, Orphan.
Ginsburg's Book Shop, 1829 Pitkin Ave., Brooklyn, N. Y.
 Bjorkman, Is There Any Thing New Under the Sun?
 City of Dreadful Nights, Mosher, 1909.
 Collections or Portfolios of illus. from Shakespeare.
 Eden, Happy Humanity.
 England, Helican, 1892.
 Fisher, Men, Women and Manners of Colonial Times.

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- Galliene, How to Get the Most Out of Books.
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 Laurence, Psycho-Theology of Quakery.
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 Mitchell, Business Cycles.
 Shakespeare, Illus., Clark.
 What the World Believes.
Gittman's Book Shop, 1225 Main St., Columbia, S. C.
 Meade, David, Chaumiere.
 Longstreet, Georgia Scenes.
 Hunter, Sketches of Western North Carolina.
 Kennedy, Horse Shoe Robinson.
 Pickett, History of Alabama.
Goldman's Book Store, 424 S. Dearborn St., Chicago, Ill.
 The Archko Volume.
 National Geographic Magazine, 1888 to 1915.
 Horgan's Half-tone and Photomechanical Processes.
 Sherbow's Making Type Work.
 McGuffey's Third Reader.
Goodale's Book Store, 14 E. 7th St., Kansas City, Mo.
 R. W. Thompson, Footprints of the Jesuits.
 Illumination of books or Mss., any.
 Mosher Books, Thomas B. Mosher.
Goodspeed's Book Shop, 5A Park St., Boston, Mass.
 Browne Works, 3 vols.
 Denison, Christ's Idea of the Supernatural.
 Dixon, Vanishing Race.
 Hyatt, The Footpath Way.
 Jones, Life of Thomas Dudley.
 Mabe, Works and Days.
 McCrady, Burr Conspiracy.
 Roche, Ballads of Blue Water.
 White, Shakespeare Scholar.
 Willard, Simon Willard and His Clocks.
 Gordon Genealogy, 2 vols., 1903-1907.
 Keith Family of Boston.
 Wilder Genealogy, 1878.
 Abbott, Beechnut, 1878.
 Adams, Esther, Democracy, Leisure Hour Series.
 Askins, Wing and Trap Shooting.
 Bates, Talks on Writing English, 1st ser., 1896.
 Burne-Jones, Memorial of.
 Cabot, Life of Sebastian.
 Chatoyer, Letters to a Salmon Fisher's Son.
 Colby, Imaginary Obligations.
 De Mille, Dodge Club.
 Dix, Gate of Horn, 1912.
 Dow, History of Hampton, N. H.
 Formulary of Bellevue & Allied Hospitals.
 Futrelle, Thinking Machine.
 Gibbs, Elem. Princ. in Statistical Mechanics, 1902, 6 copies.
 Glyn, The Reason Why, 1911.
 Gray, In the Heart of the Storm, 1891.
 Green, Mystery of the Hasty Arrow, 1917.
 Grey, Heritage of the Desert, 1910.
 Harvard Republican, 1900.
 Houltain, Mystery of Golf.
 Kaisenberg, Memoirs of Cecile de Courtot, 1900.
 Kingsley, Return of Caroline, 1911.
 Lang, Poet's Country, 1907.
 Livermore, Hymn and Tune Book, 1868.
 Lucas, Over Bemertons.
 Mayne, Byron, 1912, 2 vols.
 Montresor, Burning Torch, 1907.
 Murdock, Boston Fire, 1872.
 Pagot, John Hunter, Masters of Medicine Series.
 Pine, Sketch of Gramercy Park.
 Pouvillon, Casette.
 Saintsbury, Loci Critici, 1882.
 Shorthouse, John Inglesant.
 Slavery Illus. in Its Effects Upon Woman, 1837.
 Stevenson, Treasure Island, 1898.
 Townsend, Asia and Europe, 1909.
 Tynan, French Wife, 1904.
 Valdes, Sister Saint Sulpice, 1800.
 Van Dyke, Books and How to Use Them, 1883.
 Waters, Training and Handling.
 Waters, Training Hunting Dog.
 Cotton Genealogy, 1868.
 Milliken, Lewiston, 1907.
 Temple Genealogy, 1887.
 Warfields of Maryland.
 Welles, Albert, Welles Genealogy, 1876.

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Gotham Book Mart, 128 W. 45th St., New York City

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Santayana, Sonnets.
Wells, H. G., The Sea Lady.
Vanderpoel, Color Problems.
Adams, Conquest of the Tropics.
Peck, Locksmith of Lyons.

Grant's Book Shop, Inc., 127-129 Genesee St., Utica, N. Y.

Fiske, Experiment of Faith, 5 copies.
Whitechurch, Canon in Residence, 3 copies.
Holland, Seven Oaks, Scribner.
Hough, Magnificent Adventure.
Thompson, Slascon, Life of Eugene Field.
Percival, Footsteps, Dodd, Mead.

Grimwood's, 24 N. Tejon St., Colorado Springs, Colo.

Life's Fairy Tales, Mitchell, Stokes.
Zone Therapy, W. H. Fitzgerald, M. D., I. W. Long.
Columbus, Ohio, 2nd ed.
Ulysses.

Haldeman-Julius Co., Girard, Kan.

Saul of Tarsus, Elizabeth Miller.
The Iron Arrowhead, Sue.
The Girl That Goes Wrong, Kaufmann.
The Fruit of Folly, Craig.
Sparrows, Newte.
Unclothed, Goodman.
Ann Lombard, Cross.
Hell's Playground, Simonton.
The Lure of the Flame, Danger.
The Price, Wenworth-James.
The House and the Brain, Bulwer-Lytton.
Artemus Ward, His Book.
Medical Register and Directory of North America, latest ed.

Hampshire Bookshop, Inc., 192 Main St., Northampton, Mass.

Pressed Glass and Sandwich Glass.
Cather's My Antonia, 1st ed.
Cather's Youth and the Bright Medusa, 1st ed.

Lathrop C. Harper, 437 Fifth Ave., New York City
Miner, Geo. H., Erie System, 1911.

The Harrison Co., 42-44 E. Hunter St., Atlanta, Ga.

Taylor's Law Glossary.
Century Digest.
Decennial Digest, 2d ed.
Wood on Nuisances.
Browne, Statute of Frauds.
Tiedeman on Sales.
Story's Agency.
Parson on Contracts.
Benjamin on Sales.

Harvard Coöperative Society, Harvard Square, Cambridge, Mass.

Taussig, Capital and Wages.
Poor's Manual, 1920 or 1921.
McEwen, Growth of Bone.

Harvard Coöperative Society, Technology Branch, Inc., 76 Massachusetts Ave., Cambridge, Mass.

Sturgis, History of Architecture, Vols. I-IV.
Olney's College Algebra, Sheldon & Co.
Olney's College Trigonometry, Sheldon & Co.

B. Herder Book Co., 17 S. Broadway, St. Louis, Mo.
Scheeben, The Glories of Divine Grace.

Walter M. Hill, 22 E. Washington St., Chicago, Ill.

Porter's Journal, Captain Porter, contains his discoveries of the South Sea Islands.
Huxley, Life and Letters of, Leonard.
Memoirs of Gouveneur Morris.
Ruskin, Seven Lamps of Architecture.
Tracy, Grandmother, or the Maid of Milford.
Marryatt, Midshipman Easy.
Autobiography of Gibbons.
Moreau-Vautier, The Technique of Painting Trans.
Austin, Life of Elbridge Gerry.
Miss Alice Jocelyn, Her Letters, Emma Cheney, Blue Sky Press.
Autobiography of Franklin, Riverside Press.
Almon, The New Foundling Hospital for Wit.

Walter M. Hill—Continued

Education of Henry Adams, limited ed., priv. print.
Stevenson, Holliday Case.

Devinne, History of Printing.
Burke, History of Virginia.
Harrison, History of Virginia.
Rope, History of the Civil War, Vols. 3 and 4.
McLeod, Culture of Simplicity.
Greene, An Analysis of the English Language, 1874.
Anspacher, That Day.
Life of Sumner, 4 vols.
Dreiser, The Genius, 1st ed.
Watts, The Rudder.
Benjamin, The Rudiments of Architecture, 1814.
Brackenridge, Views of Louisiana.
Lewis H. Garrard, Mem. of Charlotte Chambers.
Pearse, Narrative of His Life.
Kelley, An Excursion to California, 2 vols.
Philip Tome, Pioneer Life, 1854.
Clark, Gleanings by the Way, 1842.
McClung, Sketches of Western Adventure.
Snelling, Tales of Western Travel.
Patterson, History of the Backwoods.
Stackpoole, Gold Trail.
Stackpoole, Pearl Fisheries.
Wile, Exploring the Britishers.
Hervey, Letters of Lady Mary Lepel Hervey.
Bagby, Horks of.
Low, Chronicle of Friendship.
Tranch, History of Words.
Brandes, Critical Study of Shakespeare.
Locke, Conduct of Human Understanding.
Fitch, Comfort Found in Good Old Books.
Browne, pub. by Elbert Hubbard, last poem entitled Book Catalogues by Mail—to CDA.
Piette de Coulevain, Unknown Isle.
Piette de Coulevain, Wonderful Romance.
Piette de Coulevain, American Nobility.
Levi, The Aquarian Gospel.
Pattison, Mark, Memoirs, 1885.
Dickens, Oliver Twist, 2 vols.
Hegel's Philosophy, tr. by Dyde, 1806.
Hegel, Lectures on the Philosophy of Religion, 1805.
Hegel, Philosophy of Fine Art, tr. by Osmaston, 1920.
Decameron, thin paper, Stewart & Kidd.

Hochschild, Kohn & Co., Inc., Howard and Lexington Sts., Baltimore, Md.

Dead Man's Rock, Q.
Night Thoughts, Dr. Young.
Memorials of the Huguenots in America, Rev. A. Stapleton, 2 copies.
Secret of the Night, Leroux.
Damascus to San Francisco, C. F. Leigh.
World's Famous Events, Nos. 1 to 92.
Scented Garden, 104 English Trans., 21st Chap., Paris.
Mme. Guyon, An Autobiography.
On the Witness Stand, Munsterberg.

Paul B. Hoeber, 67-69 E. 59th St., New York City
Fort, Medical Economy During the Middle Ages.

C. S. Hook, Weymouth Apts., Atlantic City, N. J.
Acts and Laws of All States.
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Compilations and Digests of Laws.
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Notes on Painting, Arthur Atkins.
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Roosevelt Bibliography.
Lingard, History of England, 10 vols.
Jack London, God of His Fathers.
Washington, The Man and the Mason.
Washington and His Masonic Compeers.
Campbell, Puritans in England, Holland and America.
Ten Thousand Receipts, Scientific American.
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Life of Southern Planters, Smeedes.

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Great English Problem, J. P. Baxter.
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Life and Letters of Richard Mansfield, Winter, 2 vols.

H. R. Huntington Co., Myrick Bldg., Springfield, Mass.
Heine, H., Werke, 7 vol. ed., Ernst Elster.
Heine, H., Werke, 10 vol. ed., Oskar Walzel-Inselverlag.
Tourgee, Bricks Without Straw.
Barber, Pottery and Porcelain of U. S.
Carman, More Songs from Vagabondia.
McClellan, Historic Dress in America, 1800-1870.
Thompson, Persuasive Peggy.
Pattee, Mary Garvin.
Life and Letters of E. A. Poe, Harrison, Crowell.
Lighton, Happy Hollow Farm.
Packard, White Mountain Trails.

G. A. Jackson, 20 Pemberton Sq., Boston, Mass.
N. H. Supreme Court Reports, set or odd vols.

Geo. W. Jacobs & Co., 1628 Chestnut St., Philadelphia, Pa.

The Experiment of Faith, Rt. Rev. Chas. Fiske, D. D.
New York Weekly, 1875 to 1876.
Myra of the Pines, Ville.

E. W. Johnson, 27 Lexington Ave., New York City
Life of Lincoln, Charmwood.
Gleanings Buddha Fields, Hearn.

Jones Book Store, Inc., 426-428 W. 6th St., Los Angeles, Cal.

The Balanced Life, Clarence Lathbury, Nunc Licet Press.

The Being with the Upturned Face.
Kinney, Book of the Dance, 5 copies.
Dance, Its Place in Art and Life.

Edw. P. Judd Co., New Haven, Conn.
Hypnotic Therapeutics, Quackenbos.

King Bros., 1174 Market St., San Francisco, Cal.
Cosmic Consciousness, Buck.
Science and Health, Mrs. Eddy, 2 vol. ed.
Handy Reference Atlas of the World, J. Bartholomew, London.

John Heyden's Book of Numbers.
The Golden Verses of Pythagoras.
Hermetic Philosophy by Way of Questions and Answers, Lippincott.

George Kirk, 1894 Charles Road, Cleveland, O.

Nation, Sept. 6, 1922.
Slovenly Peter, 2 copies.
Fythian's Journal, 2 copies.
Susebuis' Life of Jesus.
Suetonius' Lives of the Caesars.
Erasmus' Colloquies.
Holbein's Dance of Death, any eds. before 1819.
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Memoirs of Benvenuto Cellini.
Ossian, with plates.
Cabell, Taboo.
Rhymes of Science, Wise and Otherwise.
Washingtoniana, Lancaster, 1802.
O-ap-spe, a Bible.
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Baker's Handbook of Amaryliss.
Yogi-ism and Sufism, any.
Saltus, any by or on.
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Book of the Dead, fine ed.
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Aristophanes' Comedies, 1823.

Roosevelt, Vol. 3, Winning of the West.

Roosevelt, Thos. H. Benton.

Roosevelt, Essays on Practical Politics.

Roosevelt, A. L. S.

Hamilton, Alex., any on or by.

Lincoln, A. L. S.

McKinley, A. L. S.

Joyce, Ulysses

The following illus. by Howard Pyle, 1st eds. only:

School and Playground, 1891.

The Divinity of Labor, 1898.

First Year Book of the Bibliophile Society.

Some Merry Adventures of Robin Hood, 1902.

Strange Stories of the Revolution, 1907.

Shapes That Haunt the Dusk, 1907.

McGuffey's Fifth Reader, 1897.

The Reader the Focus of Language Training, 1883.

The Reader the Focus of Language Training, 1886.

The True Story of George Washington, 1895.

Library of Universal Adventure by Sea and Land, 1888.

The Book of the Ocean, E. Ingersoll, 1898.

Breviary Sketches, Tr. B. Bowen, 1904.

The Captain's Well, Whittier, 1890.

The Man With the Hoe, E. Markham, 1900.

Snow Bound, Whittier, 1906.

Works of Whittier in 4 vols., 1892.

Illus. Poems of O. W. Holmes, 1885.

Vols. 12 and 13 of the Works of O. W. Holmes, 1892.

Vol. 13 of the Works of Nath. Hawthorne, 1900.

Vols. 10 and 11 of Lowell's Works, 1904.

Stevenson, Kidnapped, 1895.

The Merry Men and the Strange Case, etc., 1895.

David Balfour, 1895.

Vols. 9 and 10 of the Writings of H. B. Stowe, 1896.

Works of Thackeray, Harper's, 1910.

Vols. 5, 6, 11 and 15 of the Works of Francis Parkman, 1897.

Old Homestead Poems, Wallace Bruce, 1888.

Yankee Doodle, 1881.

Phaeton Rogers, Rossiter Johnson, 1881.

Under Green Apple Boughs, H. Campbell, 1882.

New England Bygones, E. H. Arr, 1883.

The Inca Princess, 1886.

Hugh Wynne, S. W. Mitchell, 1897.

Good for the Soul, M. Deland, 1899.

Youma, Lafcadio Hearn, 1890.

Flute and Violin, J. L. Allen, 1891.

Gallantry, Cabell, 1907.

The Line of Love, Cabell, 1905.

The Soul of Mellicent, Cabell, 1913.

A History of Amer. Art, Sadakichi Hartmann, 1901.

The Art of the Amer. Wood Engraver, P. G. Hamerton, 1894.

American Art by Amer. Authors, 1915.

Art Year Book, New England Institute, 1884.

How to Draw, Leon Barritt, 1904.

The Odes of Horace, 9 vols., Bibliophile Soc., 1903.

Bibliomania, 4 vols., Bibliophile Soc., 1903.

Etchings of W. H. W. Bicknell, Bibliophile Soc., 1903.

Etchings of W. H. W. Bicknell, Bibliophile Soc., 1913.

The First Book of The Dofobis, Chicago, 1907.

Theatrical Bookplates, A. W. Pope, 1914.

Some American College Bookplates, H. P. Ward, 1915.

Indian History for Young Folks, F. S. Drake, 1885.

A History of New York from the Beginning of the World. Grolier Club, 1886.

A Struggle for a Continent, ed. by P. Edgar, 1902.

History of the U. S., W. Gordy, 1904.

School History of the U. S., W. Swinton, 1893.

Abraham Lincoln, C. C. Coffin, 1893.

Report of the Truth Concerning the Last Sea Fight of the Revenge, Riverside Press, 1902.

Harper's Monthly, Dec., 1909.

Harper's Young People, Jan. 7 and 14, 1890.

Same, Nov. 1, 1892.

Harper's Weekly, Feb. 24, 1877; Mar. 9, 1878; June 7, 1879; June 12, 1880; Oct. 22, 1881; Dec. 10, 1892; Dec. 17, 1898; Dec. 16, 1899; Dec. 10, 1904; Dec. 15, 1906.

Harper's Bazar, Dec. 9, 1882; May 9 & Dec. 12, 1885; Nov. 27, 1886; May 23, 30, 1891; June 13, 29, 27, July 4, 11, Dec. 5, 1891.

Scrappers, Aug., 1880.

Collier's Weekly, Dec. 10, 17, 1898; Dec. 17, 1899;

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- Dec. 8, 1900; Jan. 12, Dec. 7, 1901.
 Truth, New York, Mar., 1899.
 New York Ledger, Supp., Jan. 11, 1890.
 Chicago Tribune, Supp., Dec. 20, 1903.
 Northwestern Miller, Dec. 1890 and 1900.
 The Autograph, Jan.-Feb., 1912.
 Book News, Dec., 1904.
 The Book Buyer, Dec., 1887, 1894 and 1897.
 Our Continent, 1882, Feb. 22, Mar. 8, 22.
- Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y.**
- Mulock, A Brave Lady.
- Charles E. Lauriat Co., 385 Washington St., Boston, Mass.**
- Religion and Recent Art, Forsyth.
 Wilderness Homes, a Book of Log Cabins, Outing Pub. Co.
 Hunting and Fishing in Florida, Cory.
 Discovery of America by Northmen, E. Horsford.
 Lief's House in Vineland, E. Horsford.
 The Borden Case, pub. Buffington, Fall River.
 Adventures of an Army Nurse, J. F. Monroe.
 History of New Hampshire, Belknap.
 Great Stone of Sardinia, Stockton, Harper Bros.
 Cent. Cyclop. of Names.
 List of Bankrupts in District of Mass., 1898 to 1905, pub. Hooper Lewis Co.
 Madame Sevigne's Letters, 1 vol.
 Burton's Anatomy of Melancholy, 1 vol.
 Memoirs of Gouverneur Morris.
 A B C of Heraldry, Rotherby.
 Dickens, His Life, Writings, etc., Mitten.
 Whitman's Turkish Memoirs.
 Wood's Danger Zone.
 Great Amulet, Diver.
 Hatfield's Designing, Cutting and Grading Boot and Shoe Patterns.
 Recollections of Seventy Years, Mrs. John Farrer.
 Football Days, Edwards, Moffat, Yard.
 Football, Davis, Scribner.
 Cameron, In a Grass Country.
 Paul of Tarsus, Byrd.
 Coryat's Crudities.
 Van Brunt, Greek Lines.
 Laboratory Text Book of Embryology, Minot, Blackiston.
- Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.**
- Canzoni, original ed.
 Thirteen Years at the Russian Court, Doran.
- Library Association of Portland, Portland, Ore.**
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